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ILLINOIS ELECTRIC UTILITIES
A Comparative Study of 1939 Sales

Research Bulletin #30

William W. Hart, Acting Chairman
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Commissioners
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ILLINOIS COMMERCE COMMISSION
RATES AND RESEARCH SECTION

ILLINOIS ELECTRIC UTILITIES
A Comparative Study of 1939 Sales

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ILLINOIS COMMERCE COMMISSION
Rates and Research Section
Springfield, Illinois

March 14, 1940

Hon. William W. Hart
Acting Chairman
Illinois Commerce Commission
Springfield, Illinois

Dear Sir:

I transmit herewith Research Bulletin #30
entitled "Illinois Electric Utilities, A Comparative
Study of 1939 Sales."

This study, which has been prepared by Mr.
Neil C. Albin, Senior Statistician of the Research
Staff, continues the series of analyses of electric
sales reported by the principal electric utilities
subject to the jurisdiction of the Illinois Commerce
Commission. The general scope of this series of
studies is discussed more fully at page 2 of this re-
port.

The statistical tables, which form the basic
part of this study, constitute a permanent reference
in regard to comparative sales by the companies dur-
ing the past two years. The textual portion of the
study reviews briefly the principal facts contained
in the tabulations of 1939 sales compared with re-
sults for 1938. In addition, the text also discusses
briefly important trends in electric sales during the
eleven years from 1929 to 1939, inclusive.

Yours very truly,

E. D. Ostrander

E. D. Ostrander, Supervisor
RATES AND RESEARCH SECTION

INTRODUCTORY CONSIDERATIONS
and
SOURCES OF INFORMATION

Scope of the Study

This bulletin continues a series of revenue studies which began with Research Bulletin #4 and was continued in Bulletins #14, #18, #20, #24 and #27. As in Bulletins #24 and #27 it considers the sales of eleven large electric utilities under the jurisdiction of the Illinois Commerce Commission which account for practically 99 per cent of the total electric business in the state. Bulletin #4 was limited to information concerning Class A and B companies, while Bulletins #14 and #18 analyzed data for all private electric companies in Illinois. Bulletin #20 considered twelve companies which, due to a merger, were reduced to the following eleven used in this study and which were also used in Bulletins #24 and #27:

Central Illinois Electric and Gas Company,
Central Illinois Light Company,
Central Illinois Public Service Company,
Commonwealth Edison Company,
Illinois Iowa Power Company,
Illinois Northern Utilities Company,
Peoples Power Company,
Produce Terminal Corporation,
Public Service Company of Northern Illinois,
Union Electric Company of Illinois, and
Western United Gas and Electric Company.

As in prior bulletins, the sales volume in dollars and kilowatt-hours is shown in totals and by class of service together with the average number of customers served by each of the eleven companies. Grand totals for revenues, kilowatt-hours and customers are presented both inclusive and exclusive of Commonwealth Edison Company for each class of service rendered. From these data year to year percentage changes and other significant ratios have been computed and the principal classifications of revenue are discussed, together with comparative trends in operating revenues for the United States and Illinois, and for Commonwealth Edison Company as contrasted with the ten other companies.

In Bulletin #27 a brief analysis of the trends in total sales to ultimate consumers and in residential sales was made covering a period of ten years from 1929 to 1938, inclusive. The year 1939 has been added to these trends and although the data for the different years are not strictly comparable, those concerning total sales to ultimate consumers appear to be reasonably satisfactory. The trends in residential sales are perhaps somewhat less satisfactory, but it is not likely that major trends are seriously distorted. The customer count is the least satisfactory of all data presented for the 1929-1939 period in this study.

Sources of Information

The basic data for 1938 and 1939 in respect to the sales of eleven large electric utilities considered here were secured from the December, 1939, monthly reports of these utilities.*(1) These reports contain sales for the twelve months' periods ended December 31, 1938 and December 31, 1939. Sales statistics for the years prior to 1937 have been taken from the annual reports filed by the companies with the Illinois Commerce Commission. A change in the system of accounts made in 1938 affects the strict comparability of data of the earlier years with those for 1938 and 1939. The distortion is small as regards total sales to ultimate consumers; but it is of greater proportions in the case of residential sales.

Information as to the sales for the United States as a whole was taken from the statistical bulletins and releases of the Edison Electric Institute.

* Data given in December monthly reports are subject to audit adjustments. Experience has been that such changes are minor as regards sales information.

(1) The 1938 sales data for small power and light and large power and light reported by the Central Illinois Electric and Gas Company were obtained from the Company's 1938 annual report. 1938 data as reported in the December, 1939, monthly report were not comparable to 1939 data.

Accounting Considerations

General Order #144, which prescribed a new Uniform System of Accounts for electric utilities, was adopted by the Illinois Commerce Commission and became effective January 1, 1938. This order applies to all Class A and B electric companies, into which categories the eleven utilities considered in this study fall. Since the new uniform system was in effect during both 1938 and 1939 the sales data for the two years have apparently been reported on a comparable basis insofar as accounting considerations are concerned.

On September 15, 1938 the electric properties of Suburban Electric Utilities Company and Suburban Electric corporation were acquired by Central Illinois Light Company. The acquisition of these properties to a small extent affects the comparability of the 1938 and 1939 data for Central Illinois Light Company insofar as residential, rural, small power and light, and street lighting sales are concerned.

On December 31, 1938 Commonwealth Edison Company acquired the operations of Super-Power Company of Illinois. Super-Power Company of Illinois was not considered in any previous research bulletins of this series since the entire revenue of this company was obtained from sales to other electric utilities. Although the comparability of Commonwealth Edison Company's total sales to ultimate consumers has not been affected by this merger, its Sales to Other Electric Utilities for 1938 and 1939 are not comparable and the eleven companies totals for this class of service are rather seriously distorted. (See Table X, page 38.) Similarly Total Sales of Electric Energy and Total Electric Operating Revenue have been affected. (See Table XII, page 40, and Table XIV, page 42.)

During 1939 both, Illinois Northern Utilities Company and Western United Gas and Electric Company made some

reclassification in their accounting for rural service. Illinois Northern Utilities shifted some customers formerly classified as Rural into Residential and Small Power and Light, while Western United shifted a small number of customers classified as Residential into Rural. Since the data for both the years 1938 and 1939 were changed, comparability has not been affected, although the 1938 figures for these classes of service will not agree with those tabulated in Research Bulletin #27.

Also during 1939 Illinois Northern Utilities Company, Public Service Company of Northern Illinois and Western United Gas and Electric Company reclassified their Small Power and Light and their Large Power and Light accounts. As in the case of Rural Service this shift had no effect on the comparability of the data considered by this study, but does lead to a difference in the 1938 data reported for these companies when compared to the figures as set out in Bulletin #27 for the same year.

The new Uniform System of Accounts adopted in 1938 provides a new item designated as Account 607 - Interdepartmental Sales. For the purpose of this study these Interdepartmental Sales have not been considered as sales to ultimate consumers. (See Table XI, page 39.)

Peoples Power Company was the only company included in this study to report revenue credited to Account 608, Other Sales. The revenue, kilowatt-hours and average number of customers were so small that they were included with the Company's Small Power and Light Sales. (See Table V, footnote (1), page 33.)

Other Considerations

In an analysis of this kind a great many factors influence the ratios shown for each individual company, and if comparisons are drawn between companies these facts should be considered. This study does not attempt to deter-

mine the reasonableness or unreasonableness of the facts shown.

In order further to analyze actual consumer sales an Appendix has been added (page 43), which discusses the various classes of consumer sales in their relationship to total sales to ultimate consumers.

TOTAL SALES TO ULTIMATE CONSUMERS 1938-1939

Sales of electric energy to ultimate consumers reached an all time peak in 1939 when the revenue totalled \$164,595,617 or 5.1% more than the \$156,681,532 reported for the previous year, and the physical volume of sales amounted to 7,410,139,893 kilowatt-hours, an increase of 10.5% over the comparable figure of 6,703,237,295 kilowatt-hours for 1938. The average number of customers increased from 1,873,712 in 1938 to 1,912,703 in 1939 or 1.8%. Comparable 1937-1938 changes revealed a decrease of 0.2% in revenue and 6.3% in kilowatt-hours although the average number of customers increased 1.8%.

For the utilities included in this study other than Commonwealth Edison Company, revenues from ultimate consumer sales in 1939 amounted to \$73,111,125 or 3.8% more than the \$71,389,738 total for 1938. Kilowatt-hour sales increased 14.7% and the average number of customers 3.7%.

Commonwealth Edison Company, which operates within the corporate limits of Chicago and is responsible for one-half of the total electric business in the State, reported sales to ultimate consumers amounting to \$83,379,492 in 1939 as compared with \$85,291,744 in 1938. This is an increase of 3.6%. Kilowatt-hour sales increased 7.7% from 3,969,956,077 in 1938 to 4,274,929,873 in 1939. For the same period the average number of customers decreased from 950,297 in 1938 to 949,926 in 1939 or less than one-half of 1%.⁽¹⁾

(1) The decrease in customers reported by Commonwealth Edison Company resulted from a change in the method of counting customers. When new, reduced commercial rates were placed in effect April 1, 1939, the Company combined light and power billings for certain customers, thus counting each of such items as one customer rather than two customers, as was formerly done.

The following table presents a summary of the data for all utilities included in this study, for Commonwealth Edison Company and for all companies exclusive of this company.

Total Sales to Ultimate Consumers

	Total (11 Companies)	Total (Excl. Commonwealth Edison Co.)	Commonwealth Edison Company
<u>Revenue</u>			
1939	\$164,595,617	\$76,213,125	\$88,379,492
1938	156,681,532	71,389,788	85,291,744
Percentage change from 1938	5.1%	6.8%	3.6%
<u>Kilowatt-hours</u>			
1939	7,410,139,893	3,135,210,020	4,274,929,873
1938	6,703,237,295	2,733,281,218	3,969,956,077
Percentage change from 1938	10.5%	14.7%	7.7%
<u>Average Number of Customers</u>			
1939	1,912,703	962,777	949,926
1938	1,878,712	928,415	950,297
Percentage change from 1938	1.8%	3.7%	(1)
<u>Revenue per Kwh</u>			
1939	2.22¢	2.43¢	2.07¢
1938	2.34	2.61	2.15
Percentage change from 1938	-5.1%	-6.9%	-3.7%
<u>Kwh per Customer</u>			
1939	3,874	3,256	4,500
1938	3,568	2,944	4,178
Percentage change from 1938	8.6%	10.6%	7.7%
<u>Revenue per Customer</u>			
1939	\$86.05	\$79.16	\$93.04
1938	83.40	76.89	89.75
Percentage change from 1938	3.2%	3.0%	3.7%

(1) Decrease of less than one-half of one per cent.

Average revenue per kilowatt-hour for all companies decreased from 2.34 cents in 1938 to 2.22 cents in 1939 or 5.1%. For all eleven companies, exclusive of Commonwealth Edison Company, the average dropped from 2.61 cents to 2.43 cents for the same period or 6.9%. Commonwealth Edison Company's average revenue per kilowatt-hour in 1939 was 2.07 cents or 3.7% less than the 2.15 cents shown for 1938. Increased industrial

activity, greater use per customer and rate reductions effected the decrease in average revenue per kilowatt-hour in 1939.

Eight of the eleven companies increased their revenues by more than 5% and their kilowatt-hour sales by 10% or more. All of the companies had increases in revenue, kilowatt-hour sales, and average number of customers except for a slight decrease in customers reported by Commonwealth Edison Company.⁽¹⁾

Total kilowatt-hour sales to ultimate consumers in Illinois in 1939 increased 10.5% when compared to 1938, which is somewhat less than the increase of 13.5% for the United States as reported by the Edison Electric Institute for the same period. For the same period revenue from sales to ultimate consumers increased 5.1% or slightly less than the 6.1% increase for the United States. The average revenue per kilowatt-hour was fractionally higher for Illinois than for the United States.

A comparison of ultimate consumer sales in Illinois with those for the United States as a whole is presented by the following summary:

Total Sales to Ultimate Consumers

	United States			Illinois		
	1939	1938	Percent- age change from 1938	1939	1938	Percent- age change from 1938
Revenue (thousands)	\$2,304,000	\$2,172,240	6.1%	\$164,596	\$156,682	5.1%
Kilowatt-hours (millions)	107,000	94,290	13.5	7,410	6,703	10.5
Average Number of Customers (thousands)	28,750	27,851	3.2	1,913	1,879	1.8
Revenue per Kilowatt-hour	2.15¢	2.30¢	-6.5	2.22¢	2.34¢	-5.1

(1) See footnote, page 7.

RESIDENTIAL SALES 1938-1939

The total residential sales of the eleven utilities under consideration continued their increase during 1939. Revenue rose from \$54,835,631 in 1938 to \$56,541,429 in 1939, an increase of 3.1%. Kilowatt-hour sales rose 6.3% to 1,392,186,547 in 1939 from 1,309,887,514 in 1938. The average number of residential customers was 1,608,092 in 1939, an increase of 1.7% over the 1938 average of 1,580,860. As indicated by Table II all of the companies registered increases in revenue over 1938 ranging from 1.2% for Public Service Company of Northern Illinois to 8.5% for Illinois Northern Utilities Company.

The following table presents a comparative summary of residential sales in Illinois for the years 1938 and 1939:

Residential Sales

	Total (11 Companies)	Total (excl. of Common- wealth Edison Co.)	Commonwealth Edison Co.
<u>Revenue</u>			
1939	\$56,541,429	\$28,074,908	\$28,466,521
1938	54,835,631	26,887,506	27,948,125
Percentage change from 1938	3.1%	4.4%	1.9%
<u>Kilowatt-hours</u>			
1939	1,392,186,547	650,420,790	741,765,757
1938	1,309,887,514	588,574,169	721,313,345
Percentage change from 1938	6.3%	10.5%	2.8%
<u>Average Number of Customers</u>			
1939	1,608,092	773,429	834,663
1938	1,580,860	751,002	829,858
Percentage change from 1938	1.7%	3.0%	0.6%
<u>Revenue per Kwh</u>			
1939	4.06¢	4.32¢	3.84¢
1938	4.19	4.57	3.87
Percentage change from 1938	-3.1%	-5.5%	-0.8%
<u>Kwh per Customer</u>			
1939	866	841	889
1938	829	784	869
Percentage change from 1938	4.5%	7.3%	2.3%
<u>Revenue per Customer</u>			
1939	\$35.16	\$36.30	\$34.11
1938	34.69	35.80	35.68
Percentage change from 1938	1.4%	1.4%	1.3%

In 1939 average revenue per kilowatt-hour amounted to 4.06 cents as compared with 4.19 cents in 1938, a decreased of 3.1%. Excluding Commonwealth Edison Company from the total the average is 4.32 cents in 1939 and 4.57 cents in 1938, indicating the weight of Commonwealth Edison Company's data in the State totals. The average amount of revenue received per kilowatt-hour in 1939 varies considerably for the different companies, ranging from a low of 3.35 cents (or 17.5% below the average for all companies) for Central Illinois Light Company to a high of 5.36 cents (which is 32.0% higher than the average for all companies) for Central Illinois Public Service Company. Union Electric Company of Illinois was a close second to Central Illinois Light Company with an average of 3.38 cents, but the former had an average consumption of only 891 kilowatt-hours per customer as compared to the 1,049 kilowatt-hour consumption per customer experienced by Central Illinois Light Company.

Average consumption per customer in 1939 was 866 kilowatt-hours or an increase of 37 from the average of 829 kilowatt-hours in 1938. Excluding Commonwealth Edison Company from the totals, the average consumption for the ten remaining companies rose from 784 kilowatt-hours in 1938 to 841 kilowatt-hours in 1939. Considerable variation in average consumption per customer is noted for the individual companies. This item ranged from 623 kilowatt-hours for Central Illinois Public Service Company to 1,049 kilowatt-hours for Central Illinois Light Company.

A comparison of residential sales data for Illinois with the corresponding figures for the United States as a whole reveals that the rate of increase in this State was less than for the United States. The following summary gives a detailed comparison of residential sales during 1938 and 1939 for the State and the nation.

Residential Sales

	United States			Illinois		
	1939	1938	Percent- age change from 1938	1939	1938	Percent- age change from 1938
Revenue (thousands)	\$802,800	\$778,003	3.2%	\$56,541	\$54,836	3.1%
Kilowatt-hours (millions)	19,820	18,461	7.4	1,392	1,310	6.3
Average Number of Customers (thousands)	22,665	22,110	2.5	1,608	1,581	1.7
Revenue per Kwh	4.05¢	4.21¢	-3.8	4.06¢	4.19¢	-3.1
Kilowatt-hours per Customer	890	845	5.3	866	829	4.5
Revenue per Customer	\$36.05	\$35.57	1.3	\$35.16	\$34.69	1.4

The average revenue per kilowatt-hour for both the United States and Illinois was practically the same in 1939, being 4.05 cents and 4.06 cents, respectively. The average kilowatt-hour consumption per customer for the United States increased 5.3%, or from 845 kilowatt-hours in 1938 to 890 kilowatt-hours in 1939, while that for Illinois gained 4.5% rising from 829 kilowatt-hours to 866 kilowatt-hours for the same period of comparison.

RURAL SALES 1938-1939

In 1939 rural sales continued to increase over the previous year, although the rates of gain reported were less than those established for the 1937-1938 and 1936-1937 periods of comparison as indicated by the following summary:

Rural Sales

	<u>Revenue</u>	<u>Kilowatt-hours</u>	<u>Average Number of Customers</u>
Percentage Change			
1939 over 1938	19.6%	27.3%	18.6%
1938 over 1937	27.6	33.9	24.3
1937 over 1936	38.9	44.4	34.3
1936 over 1935	17.5	28.8	17.8
1935 over 1934	3.8	15.9	6.0

However, remarkable expansion has been reported in this class of business since 1935 by the companies considered in this study.* In 1935 only 23,461 rural customers were receiving service, but the average number reached 55,015 in 1939, an increase of 134.5%.

Rural sales data as reported to the Commission are sadly lacking in uniformity. Some companies include all sales (except large industrial) outside urban rate areas in the rural sales account. A few companies include only farms. Others may use an entirely different basis for reporting. As a result comparisons between companies are of little value. The trend, however, appears to be toward considering only sales to farms as rural sales.

In 1939 rural service revenue amounted to only 1.81% of the aggregate electric operating revenue of the eleven companies under consideration. Since Common-

* Although the study covers eleven companies two of them, Commonwealth Edison Company and Produce Terminal Corporation, report no rural sales. The nine remaining companies account for approximately 99% of the rural electric service furnished in Illinois by enterprises other than R.E.A. co-operatives which have also had a marked growth in recent years.

wealth Edison Company and Produce Terminal Corporation report no rural sales, this rate of 1.81% is somewhat misleading. It does not truly reflect the importance of rural service to those companies which do have that class of business. For the nine companies having rural sales, 3.80% of aggregate electric operating revenue in 1939 came from such service. On the basis of individual companies, the contribution of rural sales to total electric operating revenues ranged from 0.99% for Union Electric Company of Illinois to 12.21% for Illinois Northern Utilities Company.(1)

In 1939 revenues derived from rural sales in Illinois by the utilities under consideration here amounted to \$3,362,135 or 19.6% more than the \$2,810,157 reported for 1938. Kilowatt-hours rose from 60,230,323 in 1938 to 76,688,508 in 1939 or 27.3%. The average number of rural customers reached 55,015 in 1939, an increase of 18.6% over the average of 46,391 served in 1938. Central Illinois Electric and Gas Company made the greatest relative gain in rural sales, having a 47.0% increase in revenue, a 48.0% increase in kilowatt-hours and a 47.2% increase in its average number of customers. Revenue increases of over 25% were reported by four companies, while seven companies reported increases of over 25% in their physical volume of sales.

The following table presents a comparative summary of the average revenue per kilowatt-hour from rural sales for the years 1939, 1938 and 1935:

(1) But see the appendix for the relationship of rural sales to total sales to ultimate consumers.

Average Revenue per Kilowatt-hour
from
Rural Sales

<u>Company</u>	<u>1939</u>	<u>1938</u>	<u>1935</u>	Per Cent
				Change 1939 from 1935
Central Ill. Elec. & Gas Co.	5.32¢	5.35¢	6.87¢	-22.6%
Central Illinois Light Co.	3.46	3.76	4.48	-22.8
Central Illinois Pub. Ser. Co.	4.93	4.96	5.95	-17.1
Illinois Iowa Power Company	5.13	5.43	6.54	-21.6
Ill. Northern Utilities Co.	4.61	4.81	5.56	-17.1
Peoples Power Company	4.45	4.70	6.34	-29.8
Pub. Ser. Co. of No. Ill.	4.03	4.51	5.39	-25.2
Union Electric Co. of Ill.*	4.02	4.07	4.38	- 8.2
Western United Gas & Elec.Co.	3.59	3.76	4.12	-12.9
TOTAL	4.38	4.67	5.61	-21.9

* Alton Light and Power Company and East St. Louis Light and Power Company in 1935.

As indicated above the average revenue per kilowatt-hour for all of the nine companies having this class of service has declined sharply since 1935, the decreases ranging from 8.2% for Union Electric Company of Illinois to 29.8% for Peoples Power Company.

Average annual use per rural customer rose from 1,004 kilowatt-hours in 1935 to 1,394 in 1939, despite the many new rural customers added to the lines during those years. This increased use together with substantial reductions in rates for rural service account for the marked reduction in the average revenue per kilowatt-hour.

OTHER SALES 1938-1939

Thus far the textual part of this study has considered only residential and rural sales. Detailed statistical tabulations are included herein, however, for all other classes of sales, which in the aggregate contribute a substantial share of the total electric operating revenues of the companies under consideration. Only a brief discussion of these other classes of business will be made, however.

Small Power and Light Service accounted for 22.37% of the aggregate electric operating revenue of the eleven companies in 1939. Revenue for this class of service increased 4.5% over that reported for 1938, and kilowatt-hour sales increased 8.4% while the average number of customers decreased 0.8%. All of the companies reported increases in revenue and in physical volume of sales, the revenue increases ranging from 1.8% for Western United Gas and Electric Company to 9.9% for Central Illinois Public Service Company. Every company except Commonwealth Edison Company reported an increase in the average number of customers. However, the decrease reported by Commonwealth Edison Company was due to a change in its method of counting Small Power and Light customers, effective April 1, 1939 (see Table V, footnotes (1) and (4)), and does not present a true picture since the 1938 and 1939 figures as reported are not comparable. Consequently, the 0.8% decrease indicated for all companies is likewise distorted, and when Commonwealth Edison Company is excluded from the totals an increase of 2.9% results.

Industrial Sales, that is, Large Power and Light Sales showed increases of 7.5% in revenue and 14.8% in physical volume over the 1938 data reported for this class of business. This increase in sales volume reflects the general upward trend in industrial production which took place during 1939. For the same period, however, the average number of customers fell 1.2%, five companies reporting decreases in the average

number receiving this class of service. During 1938 the trend had been generally downward, revenues and kilowatt-hours having declined 5.3% and 12.8% respectively when compared to comparable 1937 figures.

Industrial sales were of considerable importance in the total inasmuch as they accounted for 27.02% of the aggregate electric operating revenues of the companies under consideration. In physical volume of sales, this class of business is of even greater importance as may be seen from the fact that in 1939 industrial sales accounted for 49.11% of the total kilowatt-hours sold to ultimate consumers. The differential is accounted for by the fact that this class of service returns a comparatively low amount of revenue per kilowatt-hour. In 1939 the average was 1.38 cents as compared to the 1938 average of 1.47 cents and the 1937 average of 1.35 cents. Each of the eleven companies reported an increase in both revenue and kilowatt-hour sales in 1939. Revenue increases for the individual companies ranged from 3.3% to 24.1%, while kilowatt-hour increases ranged from 7.3% to 45.7%. Five of the companies reported decreases in the average number of customers.

Public Street and Highway Lighting Sales accounted for only 0.99% of the aggregate electric operating revenue in 1939, while Other Sales to Public Authorities amounted to only 1.56%. The details for these two classes of service are given in Tables VI and VII. The trends in these sales were considerably mixed although for the most part increases were reported.

Sales to Railroads and Railways amounted to 4.43% of the aggregate electric operating revenues in 1939 as compared to 4.80% in 1938. This class of business continued its downward trend in 1939 although two of the four companies reporting this type of service showed increases in both revenue and kilowatt-hours in 1939.

Sales to Other Electric Utilities are tabulated in Table X. This class of service represents sales for resale and is based upon contractual arrangements among the utilities

involved. The revenue and kilowatt-hour totals for this class of business showed an unusually large increase during 1939 due to the acquisition of the Super-Power Company of Illinois by Commonwealth Edison Company. (See footnotes (1) and (3), Table X, page 38.) This type of service is not an element of interest as regards the merchandising of electrical energy in the State as a whole.

Interdepartmental Sales tabulated in Table XI were reported by only three companies in 1939 and formed a very small portion of electric operating revenues. These sales represent energy delivered to co-ordinate departments of corporations engaged in enterprises in addition to electric utility service. Under the system of accounts these interdepartmental transfers are to be accounted for as sales where they are made at a specified rate comparable to practice as regards other types of customers. Other companies which actually have these interdepartmental transfers do not account for them as sales but treat them as offsetting credits to electric utility production expenses and make corresponding charges against the department to which the energy is transferred. Because of this lack of uniformity in accounting treatment and in view of the relative unimportance of this item, interdepartmental sales for the purposes of this study have not been included among or as sales to ultimate consumers.

Other Electric Revenues, Table XIII, accounted for 1.95% of aggregate electric operating revenues in 1939. These revenues included such items as rents received for the use of electric property by others, interdepartmental rents and forfeited discounts. The principal item in all probability is the forfeited discounts, but data are not yet available as to the components of the total account.

SUMMARY OF ELECTRIC SALES 1929-1939

In Bulletin #27 a chart and table showing significant data concerning sales to ultimate consumers presented a comprehensive picture of the major trends in the business of Illinois Electric Utilities for the ten years ending with 1938. In the present study these trends are continued with the addition of information for 1939. The sales figures are the aggregates of eleven large electric companies and represent in each year approximately 99% of the total electric service in Illinois. Data for prior years have been adjusted to include sales of predecessor companies in case of all mergers and consolidations during the period; hence the data apply to a comparable group of business units.(1)

The chart on page 20 is based upon the following data:

Total Sales to Ultimate Consumers
by
Eleven Large Electric Utilities

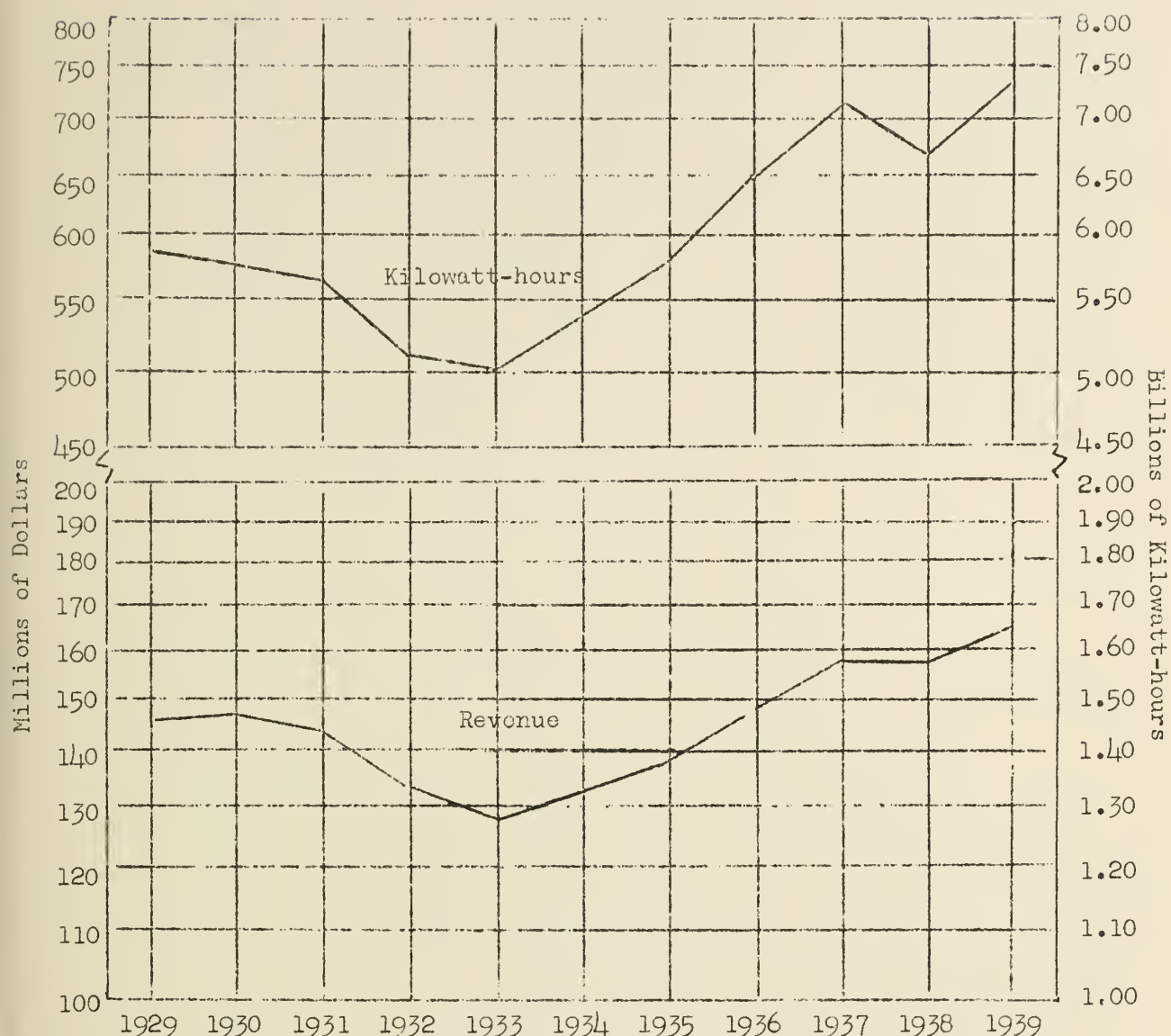
<u>Year</u>	<u>Revenue (millions)</u>	<u>Kilowatt-hours (millions)</u>	<u>Customers (thousands)</u>
1929	\$146 *	5,837	1,776
1930	147 *	5,768	1,806
1931	144 *	5,689	1,796
1932	133 *	5,111	1,742
1933	128 *	5,028	1,708
1934	133 *	5,410	1,743
1935	138 *	5,771	1,772
1936	148 *	6,529	1,811
1937	158	7,152	1,859
1938	157	6,704	1,831
1939	165	7,410	1,913

* Includes forfeited discounts.

(1)

One small merger was effected during 1938 that was not reflected in the 1929-1938 data reported in Research Bulletin #27, but the 1929-1939 data reported in the present study takes this merger into account. The effect on the series is very minor, however. In addition the 1933 data for Total Sales to Ultimate Consumers and for all other sales than Residential Sales have been corrected. For these reasons, the historical series published this year differ from the corresponding series contained in Research Bulletins #27 and #24.

Total Sales to Ultimate Consumers
by
Eleven Large Illinois Electric Utilities
1929-1939



In 1939 Total Sales to Ultimate Consumers reached an all time high of 7,410 million kilowatt-hours and \$165 millions in revenue while the corresponding 1929 figures were 5,837 million kilowatt-hours and \$146 millions of revenue. In 1938 a decline in industrial activity checked the upward trend of kilowatt-hour sales and revenue that had been in evidence since 1933. In 1939, especially during the last six months of the year, improved business activity was an important factor in the increases in sales to industrial customers of 7.5% in revenue and 14.8% in kilowatt-hours

over 1938. As in previous years, the percentage of change in kilowatt-hours sold was much greater than the rate of change in revenue.

A comparison of trends in revenue and sales in Illinois with those for the United States as a whole shows that from 1929 to 1939 the rate of increase for Illinois was somewhat less than that for the United States. In 1938 the trend was downward in both the United States as a whole and in Illinois due apparently to a reduction in sales of energy to industrial power users. In 1939, however, the trend was upward again. For the United States as a whole⁽¹⁾ revenue and kilowatt-hour sales to ultimate consumers increased 6.1% and 13.5%, respectively, while for Illinois revenue increased 5.1% and kilowatt-hour sales increased 10.5%.

The average revenue per kilowatt-hour of sales to ultimate consumers is affected by several factors in addition to changes in rates. This fact is clearly indicated by comparing the average revenue per kilowatt-hour for the years 1929, 1938 and 1939. In 1939 the average revenue per kilowatt-hour for all eleven companies considered in this study was 2.22 cents as compared to 2.34 cents in 1938 and 2.49 cents in 1929. As indicated in the following table there is a great variation in the rate of decline for the individual companies. For instance the average for Illinois Northern Utilities Company fell more than 50% in 1939 over 1929 whereas it fell only 2.4% for Commonwealth Edison Company during the same period. This difference is largely the result of shifts in the relative importance of various classes of sales as compared to total sales. In 1939 the industrial sales of the Illinois Northern Utilities Company accounted for a much greater share of total physical sales than in 1929. A similar situation held for Commonwealth Edison Company, but to a very much less pronounced degree.

(1) Data for the United States as a whole obtained from supplements to Bulletin #6 of the Edison Electric Institute.

Average Revenue per Kilowatt-hour
from
Total Sales to Ultimate Consumers

<u>Company</u>	<u>1939</u>	<u>1938</u>	<u>1929*</u>	<u>% Change 1939 over 1929</u>
Cent. Ill. Elec. & Gas Co.	2.75¢	2.90¢	3.46¢	-20.5%
Central Illinois Light Co.	1.77	1.84	2.40	-26.2
Cent. Ill. Pub. Ser. Co.	3.37	3.51	3.96	-14.9
Commonwealth Edison Co.	2.07	2.15	2.12	-2.4
Illinois Iowa Power Co.	2.72	2.80	3.51	-12.5
Ill. Northern Utilities Co.	2.13	2.50	5.15	-58.6
Peoples Power Company	2.34	2.38	2.89	-19.0
Produce Terminal Corporation	1.59	1.68	1.60	-0.6
Pub. Ser. Co. of No. Ill.	2.47	2.74	3.28	-24.7
Union Electric Co. of Ill.	1.32	1.39	1.62	-18.5
Western United Gas & Elec. Co.	3.50	3.67	4.52	-22.6
Total, exclusive of Common- wealth Edison Company	2.43	2.61	3.21	-24.3
Total 11 Companies	2.22	2.34	2.49	-10.8

* Includes forfeited discounts.

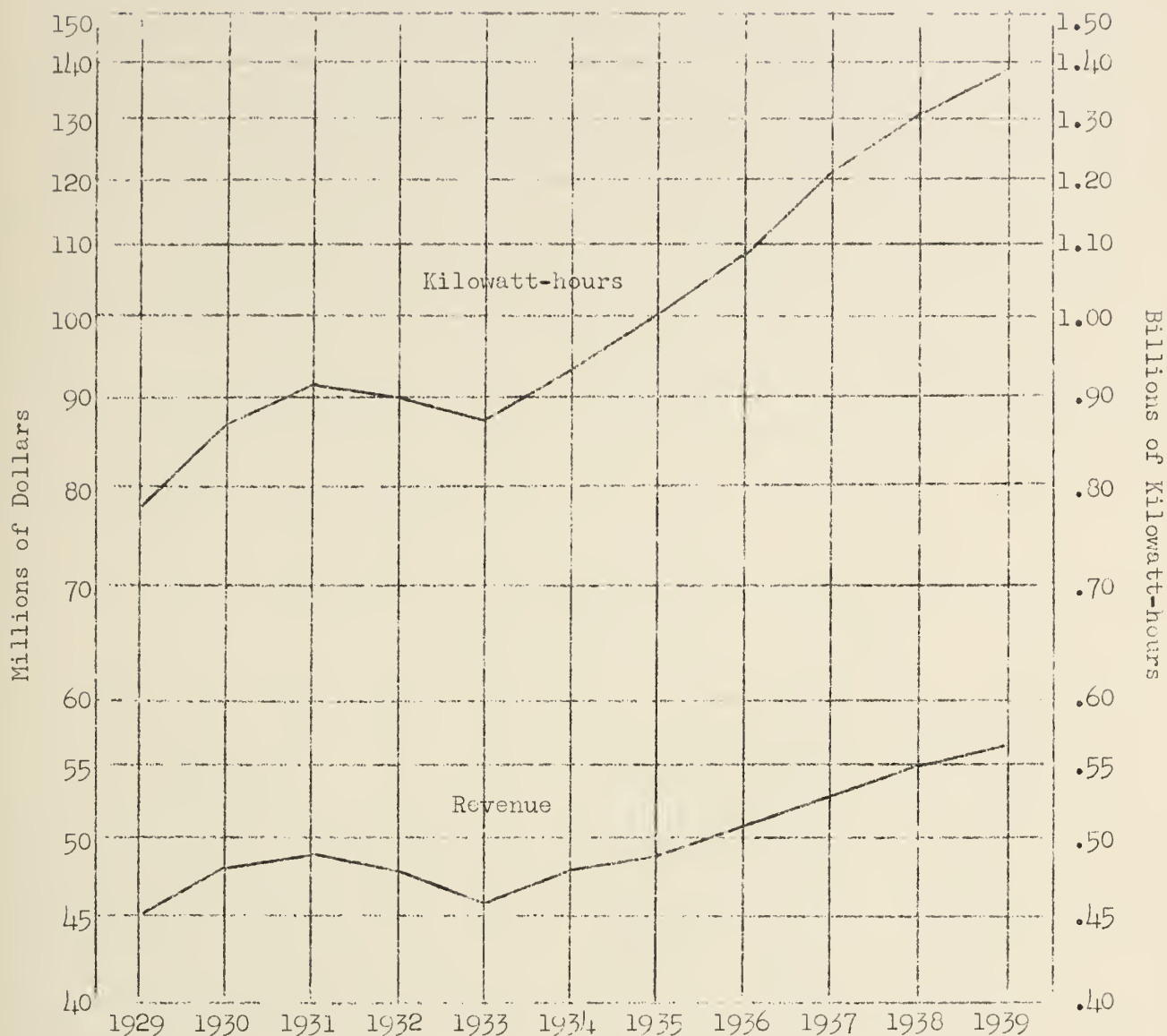
In 1938 a small increase in average revenue per kilowatt-hour over 1937 took place for all eleven companies which was also traceable to this same shift in weightings. In 1939 the decrease in revenue per kilowatt from 1938 for all of the eleven companies was due largely to the marked increase in industrial sales.

The amount of revenue per kilowatt-hour of sales to ultimate consumers for the United States in 1929 was 2.57 cents as compared with 2.49 cents in Illinois. In 1938 the national average was 2.30 cents while the average for Illinois was 2.34 cents. In 1939 the national average dropped to 2.15 cents, while the average for Illinois decreased to 2.22 cents.

Residential Sales

The trend in electric sales to residential customers has been steadily upward during the past eleven years with the exception of the years 1932 and 1933 when both revenues and physical volume of sales declined. During this period sales increased from 529 kilowatt-hours per customer in 1929 to 866 kilowatt-hours in 1939 or 63.7%. During this same period the number of customers increased 9.2% and the number of kilowatt-hours sold to them rose 78.7%. Revenues from residential sales grew from \$45 millions to \$57 millions, an increase of 24.4%. Thus kilowatt-hour sales expanded more than two and one-half times as fast as revenue.

Residential Sales
By
Eleven Large Illinois Electric Utilities
1929-1939



The foregoing chart is based upon the following data:

Residential Sales
by
Eleven Large Illinois Electric Utilities

Year	Revenue (millions)	Kilowatt- hours (millions)	Customers (thousands)	Kilowatt- hours per Customer
1929	\$45 *	780	1,472	529
1930	48 *	869	1,499	580
1931	49 *	915	1,473	622
1932	48 *	901	1,434	623
1933	46 *	878	1,422	617
1934	48 *	938	1,464	641
1935	49 *	1,011	1,492	673
1936	51 *	1,087	1,523	714
1937	53	1,218	1,564	782
1938	55	1,310	1,582	829
1939	57	1,392	1,608	866

* Includes forfeited discounts.

Residential usage per customer in the United States increased from 499 kilowatt-hours in 1929 to 890 in 1939, or 78.4%. As stated heretofore Illinois recorded an increase from 529 to 866 kilowatt-hours, or 63.7%, for the same period.

The average revenue per kilowatt-hour of residential sales for the entire United States declined from 6.30 cents in 1929 to 4.05 cents in 1939, or 35.7%, according to statistics compiled by Edison Electric Institute in supplemental sheets to Statistical Bulletin #6. During the same period the average revenue per kilowatt-hour in Illinois decreased 29.8% or from 5.78 cents to 4.06 cents in 1939.

A comparison of the average revenue per kilowatt-hour by individual companies for the years 1929 and 1939 is presented in the following summary:

Average Revenue per Kilowatt-hour
from
Residential Sales

<u>Company</u>	<u>1939</u>	<u>1929</u>	<u>Percentage change from 1929</u>
Cent. Ill. Elec. & Gas Co.	4.00¢	6.25¢	-36.0%
Central Illinois Light Co.	3.35	5.90	-43.2
Cent. Ill. Pub. Ser. Co.	5.36	7.36	-31.8
Commonwealth Edison Co.	3.84	4.73	-18.8
Illinois Iowa Power Co.	4.21	8.60	-51.0
Ill. Northern Utilities Co.	4.30	8.28	-48.1
Peoples Power Company	3.91	7.90	-50.5
Produce Terminal Corporation(1)	-	-	-
Pub. Ser. Co. of No. Ill.	4.39	7.75	-43.2
Union Electric Co. of Ill.	3.38	5.32	-36.5
Western United Gas & Elec. Co.	4.77	8.06	-40.8
Total, exclusive of Common- wealth Edison Company	4.32	7.63	-43.4
Total 11 Companies	4.06	5.78	-29.8

All of the companies but two revealed decreases of over 35% during the eleven year period, two companies showing a decrease of over 50%. For all companies exclusive of Commonwealth Edison Company a decrease of 43.4% is indicated. Commonwealth Edison Company's decrease amounted to 18.8%, but in 1929 its average was decidedly below the average for all other companies.

(1)

This company reports no residential sales.

The marked decline in average revenue per kilowatt-hour from residential sales did not, of course, mean that the companies received less revenue from this class of business inasmuch as increased use per customer more than offset the drop in average unit revenue. As already noted (page 22), average use per residential customer rose from 529 kilowatt-hours in 1929 to 866 kilowatt-hours in 1939. Average annual revenue per residential customer was \$30.85 in 1929 and \$35.16 in 1939, an increase of 14.0%. The following tabulation presents the 1929 and 1939 data as to average annual revenue per residential customer for each of the eleven companies.

Average Annual Revenue per Customer
from
Residential Sales

<u>Company</u>	<u>1939</u>	<u>1929</u>	<u>Percentage change from 1929</u>
Cent. Ill. Elec. & Gas Co.	\$31.90	\$31.63	0.9%
Central Illinois Light Co.	35.11	30.30	15.9
Cent. Ill. Pub. Ser. Co.	33.61	30.22	11.2
Commonwealth Edison Co.	34.11	28.87	18.2
Illinois Iowa Power Co.	32.66	29.52	10.6
Ill. Northern Utilities Co.	34.74	35.77	-2.9
Peoples Power Company	33.65	33.26	1.2
Produce Terminal Corp. (1)	-	-	-
Pub. Ser. Co. of No. Ill.	41.79	38.17	9.5
Union Electric Co. of Ill.	30.15	22.82	32.1
Western United Gas & Elec. Co.	38.36	35.23	8.9
Total, exclusive of Common- wealth Edison Co.	36.30	33.15	9.5
Total 11 Companies	35.16	30.85	14.0

(1)

This company reports no residential sales.

The following table presents information which accounts for the difference between residential sales and total sales to ultimate consumers. Most of this energy is supplied for commercial and industrial purposes, but it also includes rural, public street and highway lighting, municipal and other sales.

All Other than Residential Sales
to Ultimate Consumers

<u>Year</u>	<u>Revenue (millions)</u>	<u>Kilowatt-hours (millions)</u>	<u>Customers (thousands)</u>
1929	101 *	5,057	304
1930	99 *	4,899	307
1931	95 *	4,774	323
1932	85 *	4,210	308
1933	82 *	4,150	286
1934	85 *	4,472	279
1935	89 *	4,760	280
1936	97 *	5,442	288
1937	105	5,934	295
1938	102	5,394	299
1939	108	6,018	305

* Includes forfeited discounts.

Table I*
ILLINOIS ELECTRIC UTILITIES**
ELECTRIC SALES BY CLASS OF SERVICE

	REVENUE			KILOWATT-HOURS			AVERAGE NUMBER OF CUSTOMERS			REVENUE PER KWH	% TOTAL OPERATING REVENUE
	1939	1938	% Change	1939	1938	% Change	1939	1938	% Change	1939	1939
Total Electric Operating Revenue	\$185,739,806	\$172,754,355	7.5%								100.00%
Other Electric Revenues	3,627,168	4,004,143	-9.4								1.95
Total Sales of Electric Energy	182,112,638	168,750,212	7.9	10,806,395,687	8,607,096,660	25.6%	1,912,766	1,878,772	1.8%	1.69¢	96.05
Interdepartmental Sales	105,569	105,158	0.4	16,113,184	16,147,323	-0.2	-	-	-	-	0.06
Sales to Other Electric Utilities	17,411,452	11,963,522	45.5	3,380,142,610	1,887,712,042	79.1	63	60	5.0	0.52	9.37
Total Sales to Ultimate Consumers	164,595,617	156,681,532	5.1	7,410,139,893	6,703,237,295	10.5	1,912,703	1,878,712	1.8	2.22	88.62
Residential or Domestic Sales	56,541,429	54,835,631	3.1	1,392,186,547	1,309,887,514	6.3	1,608,092	1,580,860	1.7	4.06	30.44
Rural Sales	3,362,135	2,810,157	19.6	76,688,508	60,230,323	27.3	55,015	46,391	18.6	4.38	1.81
Large Power & Light Sales	50,188,943	46,689,778	7.5	3,638,789,557	3,168,631,564	14.8	10,328	10,149	-1.2	1.38	27.02
Small Power & Light Sales	41,558,096	39,774,975	4.5	1,088,882,548	1,004,072,061	8.4	237,101	238,895	-0.8	3.82	22.37
Pub. St. & Highway Ltg. Sales	1,829,977	1,826,242	0.2	46,870,470	46,508,126	0.8	1,107	1,119	-1.1	3.90	0.99
Other Sales to Pub. Authorities	2,894,295	2,459,316	17.7	243,293,397	181,783,605	33.8	1,047	984	6.4	1.19	1.56
Sales to Railroads & Railways	8,220,742	8,285,433	-0.8	923,428,866	932,124,102	-0.9	13	14	-7.1	0.89	4.43
Other Sales (1)	-	-	-	-	-	-	-	-	-	-	-

* See footnotes on supporting tables.

** Eleven large companies. See page 2 for list.

(1) Only one utility, Peoples Power Company reported Other Sales. For the purposes of this report, these sales were combined with Small Power and Light Sales. See footnote (3), Table V, page 33.

Table II
ILLINOIS ELECTRIC UTILITIES
RESIDENTIAL OR DOMESTIC SALES

	REVENUE			KILOWATT-HOURS			AVERAGE NUMBER OF CUSTOMERS		
	1939	1938	% Change	1939	1938	% Change	1939	1938	% Change
TOTAL 11 COMPANIES(1)	\$56,541,429	\$54,835,631	3.1%	1,392,186,547	1,309,887,514	6.3%	1,608,092	1,580,860	1.7%
TOTAL 11 COMPANIES, exclusive of Commonwealth Edison Co.(1)	28,074,908	26,887,506	4.4	650,420,790	588,574,169	10.5	773,429	751,002	3.0
Cent. Illinois Electric & Gas Co.	1,167,840	1,097,452	6.4	29,175,380	26,944,014	8.3	36,612	36,013	1.7
Central Illinois Light Co.	1,959,569	1,820,139	7.7	58,566,442	52,445,705	11.7	55,808	53,411	4.5
Cent. Ill. Pub. Ser. Co.	4,274,043	4,075,897	4.9	79,811,700	72,976,210	9.4	127,178	123,318	3.1
Commonwealth Edison Company	28,466,521	27,948,125	1.9	741,765,757	721,313,345	2.8	834,663	829,858	0.6
Illinois Iowa Power Company	5,518,139	5,131,483	7.5	131,165,347	116,592,024	12.5	168,972	164,313	2.8
Illinois Northern Utilities Co.	1,276,423	1,176,196	8.5	29,705,113	26,301,097	12.9	36,747	35,729	2.8
Peoples Power Company	733,429	682,738	7.4	18,751,133	17,144,679	9.4	21,799	21,244	2.6
Pub. Ser. Co. of No. Ill.	10,793,723	10,662,539	1.2	245,839,780	223,230,058	10.1	258,314	250,388	3.2
Union Electric Co. of Illinois	943,455	875,998	7.7	27,876,001	25,482,506	9.4	31,278	30,529	2.5
Western United Gas & Electric Co.	1,408,587	1,365,064	3.2	29,529,894	27,457,876	7.5	36,721	36,057	1.8

(1) Except that Produce Terminal Corporation, one of the eleven companies included in this study, reported no residential sales.

Table II (Continued)*
ILLINOIS ELECTRIC UTILITIES
RESIDENTIAL OR DOMESTIC SALES

	REVENUE PER KWH		KWH PER CUSTOMER		REVENUE PER CUSTOMER		% TOTAL OPERATING REVENUE
	1939	1938	1939	1938	1939	1938	
TOTAL 11 COMPANIES	4.06¢	4.19¢	866	829	\$35.16	\$34.69	30.44%
TOTAL 11 COMPANIES, exclusive of Commonwealth Edison Co.	4.32	4.57	841	784	36.30	35.80	31.40
Cent. Ill. Elec. & Gas Co.	4.00	4.07	797	748	31.90	30.47	37.39
Central Illinois Light Co.	3.35	3.47	1,049	982	35.11	34.08	31.03
Cent. Ill. Pub. Ser. Co.	5.36	5.59	628	592	33.61	33.05	35.30
Commonwealth Edison Company	3.84	3.87	889	869	34.11	33.68	29.55
Illinois Iowa Power Company	4.21	4.40	776	710	32.66	31.23	36.20
Illinois Northern Utilities Co.	4.30	4.47	808	736	34.74	32.92	29.21
Peoples Power Company	3.91	3.98	860	807	33.65	32.14	29.55
Pub. Ser. Co. of No. Ill.	4.39	4.78	952	892	41.79	42.58	35.25
Union Electric Co. of Ill.	3.38	3.44	891	835	30.15	28.69	8.85
Western United Gas & Elec. Co.	4.77	4.97	804	762	38.36	37.86	39.75

* See footnote on page 28.

Table III
ILLINOIS ELECTRIC UTILITIES
RURAL SALES

	REVENUE			KILOWATT-HOURS			AVERAGE NUMBER OF CUSTOMERS				
	1939	1938	% Change	1939	1938	% Change	1939	1938	% Change		
TOTAL 11 COMPANIES(1)	\$3,362,135	\$2,810,157	19.6%	:	76,688,508	60,230,323	27.3%	:	55,015	46,391	18.6%
Central Ill. Elec. & Gas Co.	128,614	87,505	47.0	:	2,419,556	1,635,271	48.0	:	2,058	1,398	47.2
Central Illinois Light Co.	238,508	185,358	28.7	:	6,890,465	4,927,382	39.8	:	4,565	3,715	22.9
Cent. Ill. Pub. Ser. Co.	453,782	383,408	18.4	:	9,202,392	7,737,262	18.9	:	6,969	5,938	17.4
Illinois Iowa Power Co.	663,502	533,641	24.3	:	12,945,200	9,827,670	31.7	:	9,857	8,022	22.9
Illinois Northern Utilities Co.	533,667	420,098	27.0	:	11,573,913	8,741,392	32.4	:	7,880	6,175	27.6
Peoples Power Company	82,875	66,450	24.7	:	1,861,833	1,412,418	31.8	:	2,051	1,725	18.9
Pub. Ser. Co. of No. Ill.	985,565	909,219	8.4	:	24,433,313	20,150,988	21.3	:	16,800	15,197	10.5
Union Elec. Co. of Illinois	105,176	83,705	25.7	:	2,613,906	2,056,795	27.1	:	2,413	2,069	16.6
Western United Gas & Elec. Co.	170,446	140,773	21.1	:	4,747,930	3,741,445	26.9	:	2,422	2,152	12.5

(1) Except that Commonwealth Edison Company & Produce Terminal Corporation, two of the eleven companies included in this study, reported no Rural Sales.

Table III (Continued)*
ILLINOIS ELECTRIC UTILITIES
RURAL SALES

	REVENUE PER KWH		KWH PER CUSTOMER		REVENUE PER CUSTOMER		% TOTAL OPERATING REVENUE
	1939	1938	1939	1938	1939	1938	
TOTAL 11 COMPANIES	4.38¢	4.67¢	1,394	1,298	\$61.11	\$60.58	1.81%
Central Illinois Elec. & Gas Co.	5.32	5.35	1,176	1,170	62.49	62.59	4.12
Central Illinois Light Co.	3.46	3.76	1,509	1,326	52.25	49.89	3.78
Cent. Ill. Pub. Ser. Co.	4.93	4.96	1,320	1,303	65.11	64.57	3.75
Illinois Iowa Power Company	5.13	5.43	1,313	1,225	67.31	66.52	4.35
Illinois Northern Utilities Co.	4.61	4.81	1,469	1,416	67.72	68.03	12.21
Peoples Power Company	4.45	4.70	908	819	40.41	38.52	3.34
Pub. Ser. Co. of No. Ill.	4.03	4.51	1,454	1,326	58.66	59.83	3.22
Union Electric Co. of Illinois	4.02	4.07	1,083	994	43.59	40.46	0.99
Western United Gas & Elec. Co.	3.59	3.76	1,960	1,738	70.37	65.41	4.81

* See footnote on page 30.

Table IV
ILLINOIS ELECTRIC UTILITIES
LARGE POWER & LIGHT

	REVENUE			KILOWATT-HOURS			AVERAGE NUMBER OF CUSTOMERS			REVENUE PER KWH		% TOTAL OPERATING REVENUE 1939
	1939	1938	% Change	1939	1938	% Change	1939	1938	% Change	1939	1938	
TOTAL 11 COMPANIES	\$50,188,943	\$46,689,778	7.5%	3,638,789,557	3,168,631,564	14.8%	10,328	10,449	-1.2%	1.38¢	1.47¢	27.02%
TOTAL 11 COMPANIES, exclusive of Commonwealth Edison Co.	20,483,941	18,658,492	9.8	1,605,681,522	1,347,130,282	19.2	6,386	6,641	-3.8	1.28	1.39	22.91
Cent. Ill. Elec. & Gas Co.	626,039	529,707 ⁽¹⁾	18.2	45,234,665	35,501,233 ⁽¹⁾	27.4	94	95 ⁽¹⁾	-1.1	1.38	1.49	20.05
Central Illinois Light Co.	2,246,281	2,074,032	8.3	218,946,174	191,235,579	14.5	197	185	6.5	1.03	1.08	35.57
Cent. Ill. Pub. Ser. Co.	3,435,418	3,325,276	3.3	172,808,253	158,826,944	8.8	4,714	4,936	-4.5	1.99	2.09	28.37
Commonwealth Edison Company	29,705,002	28,031,286	6.0	2,033,108,035	1,821,501,282	11.6	3,942	3,808	3.5	1.46	1.54	30.84
Illinois Iowa Power Co.	2,886,407	2,670,613	8.1	202,190,107	184,107,034	9.8	219	267	-18.0	1.43	1.45	18.94
Illinois Northern Utilities Co.	1,110,641	894,932	24.1	125,505,304	86,142,720	45.7	215	213	0.9	0.88	1.04	25.42
Peoples Power Company	671,267	615,252	9.1	53,652,055	48,449,493	10.7	40	39	2.6	1.25	1.27	27.04
Produce Terminal Corporation	823,057	765,400	7.5	55,621,325	48,803,029	14.0	91	87	4.6	1.48	1.57	86.73
Pub. Ser. Co. of No. Ill.	6,310,100	5,717,368	10.4	481,233,384	384,948,223	25.0	626	628	-0.3	1.31	1.49	20.61
Union Elec												
Union Electric Co. of Illinois	1,729,113	1,445,319	19.6	217,042,308	177,943,124	22.0	62	60	3.3	0.80	0.81	16.24
Western United Gas & Elec. Co.	645,618	620,593	4.0	33,447,947	31,172,903	7.3	128	131	-2.3	1.93	1.99	18.22

(1) Data obtained from 1938 annual report.

Table V
ILLINOIS ELECTRIC UTILITIES
SMALL POWER & LIGHT

	REVENUE			KILOWATT-HOURS			AVERAGE NUMBER OF CUSTOMERS			REVENUE PER KWH		% TOTAL OPERATING REVENUE
	1939		% Change	1938		% Change	1939		% Change	1939		
	1939	1938		1939	1938		1939	1938				
TOTAL 11 COMPANIES	\$41,558,096	\$39,774,975	4.5%	1,068,882,548	1,004,072,061	8.4%	237,101	238,895	-0.8%(1)	3.82¢	3.96¢	22.37%
TOTAL 11 COMPANIES, exclusive of Commonwealth Edison Co.	19,679,102	18,472,912	6.5	522,496,141	469,886,235	11.2	125,789	122,274	2.9	3.77	3.93	22.01
Cent. Ill. Elec. & Gas Co.	955,813	887,336(2)	7.7	25,689,058	23,599,179(2)	8.9	5,812	5,592(2)	3.9	3.72	3.76	30.60
Central Illinois Light Co.	1,553,124	1,434,404	8.3	59,468,527	55,330,025	7.5	9,152	8,869	3.2	2.61	2.59	24.59
Cent. Ill. Pub. Ser. Co.	2,738,375	2,491,514	9.9	55,909,203	48,144,743	16.1	26,184	25,320	3.4	4.90	5.18	22.62
Commonwealth Edison Co.	21,878,994	21,302,063	2.7	566,386,407	534,185,826	6.0	111,312	116,621	-4.6(4)	3.86	3.99	22.71
Illinois Iowa Power Co.	4,650,764	4,365,773	6.5	137,720,994	122,258,238	12.6	31,186	30,768	1.4	3.38	3.57	30.51
Ill. Northern Utilities Co.	1,076,160	1,053,351	2.2	24,360,898	22,685,290	7.4	7,738	7,517	2.9	4.42	4.64	24.63
Peoples Power Company(3)	763,594	698,404	9.3	22,704,862	20,367,174	11.5	4,960	4,802	3.3	3.36	3.43	30.76
Produce Terminal Corporation	98,405	90,211	9.1	2,359,296	2,079,226	13.5	112	111	0.9	4.17	4.34	10.37
Pub. Ser. Co. of No. Ill.	6,107,120	5,781,442	5.6	147,647,332	131,599,497	12.2	31,421	30,376	3.4	4.14	4.39	19.94
Union Electric Co. of Ill.	771,773	723,313	6.7	24,600,992	23,570,143	4.4	4,487	4,402	1.9	3.14	3.07	7.25
Western United Gas & Elec.Co.	963,974	947,164	1.8	22,034,979	20,252,720	8.8	4,737	4,517	4.9	4.37	4.68	27.20

(1) This rate of change subject to the qualifications noted in footnote (4).

(2) Data obtained from 1938 annual report.

(3) For Peoples Power Company, Account 608, Other Sales, amounting to \$510 and 18,093 kilowatt-hours for 8 customers in 1939, and to \$530 and 15,093 kilowatt-hours for 8 customers in 1938, has been included in Small Power & Light Sales for the purpose of this study. None of the other companies reported this class of business.

(4) Data not comparable due to a change in the method of counting small power and light customers, effective April 1, 1939.

Table VI
ILLINOIS ELECTRIC UTILITIES
PUBLIC STREET & HIGHWAY LIGHTING

	REVENUE		% Change		KILOWATT-HOURS		% Change		AVERAGE NUMBER OF CUSTOMERS		REVENUE PER KWH		% TOTAL OPERATING REVENUE
	1939	1938			1939	1938			1939	1938			
TOTAL 11 COMPANIES(1)	\$1,829,977	\$1,826,242	0.2%		46,870,470	46,508,126	0.8%		1,107	1,119	-1.1%(2)	3.90¢	0.99%
TOTAL 11 COMPANIES, exclusive of Commonwealth Edison Co.(1)	1,697,673	1,694,240	0.2		42,989,523	42,736,347	0.6		1,106	1,118	-1.1	3.95	1.90
Cent. Ill. Elec. & Gas Co.	92,989	92,793	0.2		3,991,861	3,959,954	0.8		38	38	0.0	2.33	2.98
Central Illinois Light Co.	168,711	168,421	0.2		4,808,321	4,823,680	-0.3		35	34	2.9	3.51	2.67
Cent. Ill. Pub. Ser. Co.	323,368	328,578	-1.6		9,771,905	9,725,652	0.5		360	361	-0.3	3.31	2.67
Commonwealth Edison Company	132,304	132,002	0.2		3,880,947	3,771,779	2.9		1	1	0.0	3.41	0.14
Illinois Iowa Power Company	365,307	356,348	2.5		9,344,727	9,037,348	3.4		266	255	4.3	3.91	2.40
Ill. Northern Utilities Co.	154,459	154,241	0.1		3,668,290	3,600,182	1.9		82	82	0.0	4.21	3.54
Peoples Power Company	74,108	72,599	2.1		2,240,650	2,219,358	1.0		10	10	0.0	3.31	2.99
Pub. Ser. Co. of No. Ill.	378,805	381,981	-0.8		4,963,680	5,110,286	-2.9		273	282	-3.2	7.63	1.24
Union Electric Co. of Illinois	85,105	83,633	1.8		2,747,944	2,743,731	0.2		13	13	0.0	3.10	0.80
Western United Gas & Elec. Co.	54,821	55,646	-1.5		1,452,145	1,516,156	-4.2		29	43	-32.6(3)	3.78	1.55

- (1) Except that Produce Terminal Corporation, one of the eleven companies included in this study, reported no Public Street & Highway Lighting Sales.
(2) This rate of change subject to the qualifications noted in footnote (3).
(3) Data not comparable due to a change in the method of counting customers.

Table VII
ILLINOIS ELECTRIC UTILITIES
OTHER SALES TO PUBLIC AUTHORITIES

	REVENUE			KILOWATT-HOURS			AVERAGE NUMBER OF CUSTOMERS			REVENUE PER KWH		% TOTAL OPERATING REVENUE			
	1939	1938	% Change	1939	1938	% Change	1939	1938	% Change	1939	1938				
TOTAL 11 COMPANIES(1)	\$2,894,295	\$2,459,316	17.7%	:	243,293,397	181,783,605	33.8%	:	1,047	984	6.4%	:	1.19¢	1.35¢	1.56%
TOTAL 11 COMPANIES, exclusive of Commonwealth Edison Co.(1)	1,512,339	1,448,283	4.4	:	127,703,033	119,966,481	6.4	:	1,044	981	6.4	:	1.18	1.21	1.69
Cent. Ill. Elec. & Gas Co.	120,951	105,436	14.7	:	5,856,894	5,016,218	16.8	:	361	276	30.8	:	2.07	2.10	3.87
Central Illinois Light Co.	23,571	24,388	-3.4	:	1,067,070	1,122,577	-4.9	:	26	17	52.9	:	2.21	2.17	0.37
Cent. Ill. Pub. Ser. Co.	167,016	159,939	4.4	:	10,186,007	9,446,540	7.8	:	161	153	5.2	:	1.64	1.69	1.38
Commonwealth Edison Company	1,381,956	1,011,033	36.7	:	115,590,364	61,817,124	87.0	:	3	3	0.0	:	1.20	1.64	1.43
Illinois Iowa Power Company	210,147	204,309	2.9	:	12,527,754	12,067,886	3.8	:	223	219	1.8	:	1.68	1.69	1.38
Ill. Northern Utilities Co.	74,804	62,961	18.8	:	3,838,126	3,164,412	21.3	:	2	1	100.0	:	1.95	1.99	1.71
Peoples Power Company	21,188	20,442	3.6	:	903,985	895,284	1.0	:	4	4	0.0	:	2.34	2.28	0.85
Pub. Ser. Co. of No. Ill.	848,540	829,109	2.3	:	90,245,208	85,643,620	5.4	:	225	244	-7.8	:	0.94	0.97	2.77
Union Electric Co. of Illinois	4,502	3,767	19.5	:	449,400	360,840	24.5	:	1	1	0.0	:	1.00	1.04	0.04
Western United Gas & Elec. Co.	41,620	37,932	9.7	:	2,628,589	2,249,104	16.9	:	41	66	-37.9	:	1.58	1.69	1.17

(1) Except that Produce Terminal Corporation, one of the eleven companies included in this study, reported no Other Sales to Public Authorities.

Table VIII
ILLINOIS ELECTRIC UTILITIES
SALES TO RAILROADS & RAILWAYS

	REVENUE		% Change		KILOWATT-HOURS		% Change		AVERAGE NUMBER OF CUSTOMERS		% Change		REVENUE PER KWH		% TOTAL OPERATING REVENUE
	1939	1938			1939	1938			1939	1938			1939	1938	
TOTAL 11 COMPANIES(1)	\$8,220,742	\$8,285,433	-0.8%		923,428,866	932,124,102	-0.9%		13	14	-7.1%		0.89¢	0.89¢	4.43%
TOTAL 11 COMPANIES, exclusive of Commonwealth Edison Co.(1)	1,406,027	1,418,198	-0.9		109,230,503	104,757,381	4.3		8	8	0.0		1.29	1.35	1.58
Commonwealth Edison Company	6,814,715	6,867,235	-0.8		814,198,363	827,366,721	-1.6		5	6	-16.7		0.84	0.83	7.07
Illinois Iowa Power Company	323,393	313,128	3.3		31,732,139	30,586,067	3.7		2	2	0.0		1.02	1.02	2.12
Pub. Ser. Co. of No. Ill.	1,081,762	1,104,332	-2.0		77,459,599	74,138,167	4.5		5	5	0.0		1.40	1.49	3.54
Western United Gas & Elec. Co.	872	738	18.2		38,765	33,147	16.9		1	1	0.0		2.25	2.23	0.02

(1) Except that Central Illinois Electric and Gas Company, Central Illinois Light Company, Central Illinois Public Service Company, Illinois Northern Utilities Company, Peoples Power Company, Union Electric Company of Illinois and Produce Terminal Corporation, seven of the eleven companies included in this study, reported no Sales to Railroads and Railways in either year.

Table IX
ILLINOIS ELECTRIC UTILITIES
TOTAL SALES TO ULTIMATE CONSUMERS*

	REVENUE			KILOWATT-HOURS			AVERAGE NUMBER OF CUSTOMERS			REVENUE PER KWH		% TOTAL OPERATING REVENUE
	1939	1938	% Change	1939	1938	% Change	1939	1938	% Change	1939	1938	
TOTAL 11 COMPANIES	\$164,595,617	\$156,681,532	5.1%	7,440,139,893	6,703,237,295	10.5%	1,912,703	1,878,712	1.8%	2.22¢	2.34¢	88.62
TOTAL 11 COMPANIES, exclusive of Commonwealth Edison Co.	76,216,125	71,389,788	6.8	3,135,210,020	2,733,281,218	14.7	962,777	928,415	3.7	2.43	2.61	85.25
Cent. Ill. Elec. & Gas Co.	3,092,246	2,800,229	10.4	112,367,414	96,655,869	16.3	44,975	43,412	3.6	2.75	2.90	99.01
Cent. Illinois Light Co.	6,189,764	5,706,742	8.5	349,746,999	309,884,948	12.9	69,783	66,231	5.4	1.77	1.84	98.01
Cent. Ill. Pub. Ser. Co.	11,392,002	10,764,612	5.8	337,689,460	306,857,351	10.0	165,566	160,026	3.5	3.37	3.51	94.09
Commonwealth Edison Company	88,379,492	85,291,744	3.6	4,274,929,873	3,969,956,077	7.7	949,926	950,297	**	2.07	2.15	91.74
Illinois Iowa Power Company	14,617,659	13,575,295	7.7	537,626,268	484,476,267	11.0	210,725	203,846	3.4	2.72	2.80	95.90
Ill. Northern Utilities Co.	4,226,154	3,761,779	12.3	198,651,644	150,635,093	31.9	52,664	49,717	5.9	2.13	2.50	96.72
Peoples Power Company	2,346,461	2,155,885	8.8	100,114,518	90,488,406	10.6	28,864	27,824	3.7	2.34	2.38	94.53
Produce Terminal Corporation	921,462	855,611	7.7	57,980,621	50,882,255	14.0	203	198	2.5	1.59	1.68	97.10
Pub. Ser. Co. of No. Ill.	26,505,615	25,385,990	4.4	1,071,822,296	924,820,839	15.9	307,664	297,120	3.5	2.47	2.74	86.55
Union Electric Co. of Ill.	3,638,824	3,215,735	13.2	275,330,551	232,157,139	18.6	38,254	37,074	3.2	1.32	1.39	34.17
Western United Gas & Elec. Co.	3,285,938	3,167,910	3.7	93,880,249	86,423,051	8.6	44,079	42,967	2.6	3.50	3.67	92.72

* Refer to footnotes on supporting tables.

** Less than one-half of one per cent decrease.

Table X
ILLINOIS ELECTRIC UTILITIES
SALES TO OTHER ELECTRIC UTILITIES

	REVENUE			KILOWATT-HOURS			AVERAGE NUMBER OF CUSTOMERS			REVENUE PER KWH		% TOTAL OPERATING REVENUE 1939
	1939	1938	% Change	1939	1938	% Change	1939	1938	% Change	1939	1938	
TOTAL 11 COMPANIES	\$17,411,452	\$11,963,522	45.5%(1)	3,380,142,610	1,887,712,042	79.1%(1)	63	60	5.0%(1)	0.52¢	0.63¢	9.37%
TOTAL 11 COMPANIES, exclusive of Commonwealth Edison Co.	11,570,633	10,971,367	5.5	2,038,421,906	1,617,642,446	26.0	57	58	-1.7	0.57	0.68	12.94
Cent. Ill. Elec. & Gas Co. (2)	818	1,115	-26.6	-	-	-	-	1	-	-	-	0.02
Central Illinois Light Co.	30,310	36,847	-17.7	2,726,609	2,530,730	7.7	3	4	-25.0	1.11	1.46	0.48
Cent. Ill. Pub. Ser. Co.	440,050	506,499	-13.1	49,860,997	55,357,311	-9.9	19	15	26.7	0.88	0.91	3.64
Commonwealth Edison Company(3)	5,840,819	992,155	488.7	1,341,720,704	270,069,596	396.8	6	2	200.0	0.44	0.37	6.07
Illinois Iowa Power Co.	303,959	283,541	7.2	26,112,266	23,096,587	13.1	17	16	6.3	1.16	1.23	2.00
Ill. Northern Utilities Co.	46,276	39,728	16.5	4,286,836	3,908,111	9.7	3	5	-40.0	1.08	1.02	1.06
Peoples Power Company	108,162	118,983	-9.1	10,421,165	11,515,733	-9.5	2	3	-33.3	1.04	1.03	4.36
Pub. Ser. Co. of No. Ill.	3,499,486	3,792,039	-7.7	699,887,615	688,727,443	1.6	5	6	-16.7	0.50	0.55	11.43
Union Elec. Co. of Ill.	6,922,996	5,987,258	15.6	1,220,055,600	810,732,000	15.0	2	2	0.0	0.57	0.74	65.01
Western United Gas & Elec.Co.	218,576	205,357	6.4	25,070,818	21,774,531	15.1	6	6	0.0	0.87	0.94	6.17

(1) These rates of change are subject to the qualifications noted in footnote (3).

(2) Demand charges under interchange agreement.

(3) The two years data are not comparable; 1939 figures included sales of former Super Power Company of Illinois which was purchased by Commonwealth Edison Company, December 31, 1938.

Table XI
ILLINOIS ELECTRIC UTILITIES
INTERDEPARTMENTAL SALES

	REVENUE		% Change		KILOWATT-HOURS				AVERAGE NUMBER OF CUSTOMERS				REVENUE PER KWH		% TOTAL OPERATING REVENUE
	1939	1938			1939	1938			1939	1938			1939	1938	
TOTAL 11 COMPANIES(1)	\$105,569	\$105,158	0.4%	:	16,113,184	16,147,323	-0.2%	:	-	-	-	:	0.66¢	0.65¢	0.06%
Central Illinois Light Co.	4,800	4,616	4.0	:	174,463	165,220	5.6	:	-	-	-	:	0.28	0.28	0.07
Illinois Iowa Power Company	77,485	77,571	-0.1	:	12,834,208	12,919,333	-0.7	:	-	-	-	:	0.60	0.60	0.51
Produce Terminal Corporation	23,284	22,971	1.4	:	3,104,513	3,062,710	1.4	:	-	-	-	:	0.75	0.75	2.45

(1) Except that Central Illinois Electric & Gas Company, Central Illinois Public Service Company, Commonwealth Edison Company, Illinois Northern Utilities Company, Peoples Power Company, Public Service Company of Northern Illinois, Union Electric Company of Illinois and Western United Gas & Electric Company, eight of the eleven companies included in this study, reported no interdepartmental sales in either year.

Table XII
ILLINOIS ELECTRIC UTILITIES
TOTAL SALES OF ELECTRIC ENERGY

	REVENUE			KILOWATT-HOURS			AVERAGE NUMBER OF CUSTOMERS			REVENUE PER KWH		% TOTAL OPERATING REVENUE
	1939	1938	% Change	1939	1938	% Change	1939	1938	% Change	1939	1938	
TOTAL 11 COMPANIES	\$182,112,638	\$168,750,212	7.9%(1)	10,806,395,687	8,607,096,660	25.6%(1)	1,912,766	1,878,772	1.8%(1)	1.69¢	1.96¢	98.05%
TOTAL 11 COMPANIES, exclusive of Commonwealth Edison Co.	87,892,327	82,466,313	6.6	5,189,745,110	4,367,070,987	18.8	962,834	928,473	3.7	1.69	1.89	98.31
Cent. Ill. Elec. & Gas Co.	3,093,064	2,801,344	10.4	112,367,444	96,655,869	16.3	44,975	43,413	3.6	2.75	2.90	99.03
Central Illinois Light Co.	6,224,874	5,748,205	8.3	352,648,071	312,580,898	12.8	69,786	66,235	5.4	1.77	1.84	98.56
Cent. Ill. Pub. Ser. Co.	11,832,052	11,271,111	5.0	387,550,457	362,244,662	7.0	165,585	160,041	3.5	3.05	3.11	97.73
Commonwealth Edison Co. (2)	94,220,311	86,283,899	9.2	5,616,650,577	4,240,025,673	32.5	949,932	950,299	*	1.68	2.03	97.81
Illinois Iowa Power Co.	14,999,103	13,936,407	7.6	576,572,742	520,492,187	10.8	210,742	203,862	3.4	2.60	2.68	98.41
Ill. Northern Utilities Co.	4,272,430	3,801,507	12.4	202,938,480	154,543,204	31.3	52,667	49,722	5.9	2.11	2.46	97.78
Peoples Power Company	2,454,623	2,274,868	7.9	110,535,683	102,004,139	8.4	28,866	27,827	3.7	2.22	2.23	98.89
Produce Terminal Corporation	944,746	878,582	7.5	61,085,134	53,945,025	13.2	203	198	2.5	1.55	1.63	99.55
Pub. Ser. Co. of No. Ill.	30,005,101	29,178,029	2.8	1,771,709,911	1,613,548,282	9.8	307,669	297,126	3.5	1.69	1.81	97.98
Union Electric Co. of Illinois	10,561,820	9,202,993	14.8	1,495,386,151	1,042,889,139	43.4	38,256	37,076	3.2	0.71	0.88	99.18
Western United Gas & Elec. Co.	3,504,514	3,373,267	3.9	118,951,067	108,197,582	9.9	44,085	42,973	2.6	2.95	3.12	96.89

* Less than one-half of one per cent.

(1) These rates of change are subject to the qualifications noted in footnote (3), Table X, page 38.

(2) Two years data not strictly comparable. See footnote (3), Table X, page 38.

Table XIII
ILLINOIS ELECTRIC UTILITIES
OTHER ELECTRIC OPERATING REVENUES

	REVENUE		% TOTAL OPERATING REVENUE
	1939	1938	1939
TOTAL 11 COMPANIES	\$3,627,168	\$4,004,143	1.95%
TOTAL 11 COMPANIES, exclusive of Commonwealth Edison Co.	1,513,489	1,957,000	1.69
Cent. Ill. Elec. & Gas Co.	30,140	28,452	0.97
Central Illinois Light Co.	90,827	82,895	1.44
Cent. Ill. Pub. Ser. Co.	275,298	232,970	2.27
Commonwealth Edison Company	2,113,679	2,047,143	2.19
Illinois Iowa Power Company	242,998	270,104	1.59
Illinois Northern Utilities Co.	96,807	93,411	2.22
Peoples Power Company	27,608	25,292	1.11
Produce Terminal Corporation	4,239	3,927	0.45
Pub. Ser. Co. of No. Ill.	618,919	1,090,951	2.02
Union Electric Co. of Illinois	87,255	84,881	0.82
Western United Gas & Elec. Co.	39,398	44,117	1.11

Table XIV
ILLINOIS ELECTRIC UTILITIES
TOTAL ELECTRIC OPERATING REVENUE

	REVENUE		
	1939	1938	% Change
TOTAL 11 COMPANIES ⁽¹⁾	\$185,739,806	\$172,754,355	7.5%
TOTAL 11 COMPANIES, exclusive of Commonwealth Edison Co.	89,405,816	84,423,313	5.9
Cent. Ill. Elec. & Gas Co.	3,123,204	2,829,796	10.4
Central Illinois Light Co.	6,315,701	5,831,100	8.3
Cent. Ill. Pub. Ser. Co.	12,107,350	11,504,081	5.2
Commonwealth Edison Co. ⁽¹⁾	96,333,990	88,331,042	9.1
Illinois Iowa Power Co.	15,242,101	14,206,511	7.3
Ill. Northern Utilities Co.	4,369,237	3,894,918	12.2
Peoples Power Company	2,482,231	2,300,160	7.9
Produce Terminal Corporation	948,985	882,509	7.5
Pub. Ser. Co. of No. Ill.	30,624,020	30,268,980	1.2
Union Electric Co. of Ill.	10,649,075	9,287,874	14.7
Western United Gas & Elec. Co.	3,543,912	3,417,384	3.7

(1) Two years data not strictly comparable. See footnote (3),
Table X, page 38.

APPENDIX

PERCENTAGE RELATIONSHIP OF THE
VARIOUS CLASSES OF CONSUMER SALES TO
TOTAL SALES TO ULTIMATE CONSUMERS

PERCENTAGE RELATIONSHIP OF THE
VARIOUS CLASSES OF CONSUMER SALES TO
TOTAL SALES TO ULTIMATE CONSUMERS

Throughout the text of this report and in its basic statistical tables the relative importance of revenue from each class of sales in 1939 is expressed as a percentage of total electric operating revenue. For example, in table II, page 29, the extreme right hand column contains data indicating the ratio of revenue from residential sales to total electric operating revenue. Although this procedure accurately reflects the comparative composition of each company's total electric operating revenue, it distorts or conceals the relative importance of consumer sales since in some instances total electric operating revenue is heavily weighted by sales to other electric utilities for resale. Consequently a comparison of any one class of consumer sales to total electric operating revenue, which contains sales to other electric utilities, must result in a diminution of the importance of the consumer sales. This is well illustrated by further reference to table II. There it may be seen that the residential sales revenue of Union Electric Company of Illinois accounted for only 8.85% of total electric operating revenue whereas for the other companies residential sales revenue contributed from 29.21% to 39.75% of the total. This result is traceable to the fact that sales for resale constituted nearly two-thirds of the total operating revenue of Union Electric Company of Illinois in 1939.

In order to overcome the deficiencies of total electric operating revenues as a common denominator in the measurement of consumer sales, this appendix presents computations of the percentage relationship of each class of consumer sales to total sales to ultimate consumers. Presented here, however, are the ratios for the physical volume of sales measured in kilowatt-hours, as well as ratios for revenues.

In general, the two sets of data reveal that some classes of business, such as residential, account for a much larger proportion of revenue than of kilowatt-hour sales. The reverse is true in other instances, notably in the case of large power and light sales. Rate and consumption differentials

account for these relationships. Specifically it may be noted that for the eleven companies as a whole, residential service supplied 34.35% of revenue from only 18.79% of the kilowatt-hours. Similarly small power and light service accounted for 25.25% of the revenue against 14.69% of the kilowatt-hours. Large power and light service, however, represented only 30.49% of revenue as against 49.11% of the kilowatt-hours. Sales to railroads and railways amounted to 5.00% and 12.46% of revenue and kilowatt-hours respectively. Rural sales, street lighting and other sales to public authorities were responsible for only the small remaining percentage of sales.

The following summary presents a short review of a few of the important facts brought out by the table.

1. Residential Service. Revenue from residential service accounted for 34.35% of total revenue to ultimate consumers in 1939. One company reported only 25.92% while two companies reported more than 40%, the highest being 42.87%. In 1938 residential revenues amounted to 35.00% of total sales to ultimate consumers.

A much greater variation occurred with respect to physical volume of residential sales. The percentages ranged from 10.12% to 31.45%, the highest figure being more than three times as great as the lowest figure.

One company reported no service of this type and consequently had ratios of zero for both revenue and kilowatt-hours.

2. Rural Service. For the nine companies reporting rural service, revenue therefrom accounted for from 2.89% to 5.19% of total revenue from sales to ultimate consumers except that in the case of Illinois Northern Utilities Company rural revenue was 12.63% of the total. Kilowatt-hour sales showed similar variation, ranging from 0.95% of the total to 5.83%, the latter figure being that of Illinois Northern Utilities Company. In 1938 the revenue figures ranged from 2.60% to 12.13% while kilowatt-hour volume ranged from 0.89% to 6.30%.

3. Large Power and Light Service. Revenue from this source ranged from 19.65% of the total for Western United Gas and Electric Company to 89.32% in the case of Produce Terminal Corporation. The remaining companies fell somewhere within this range although only two had a ratio of more than 35.00

per cent. The percentage of kilowatt-hour sales attributable to this class of service was uniformly greater than the proportion of revenue because of the fact that industrial sales are at lower rates. Kilowatt-hour sales ranged from 35.63% to 95.93%, while six of the companies had kilowatt-hour ratios in excess of 50%. In 1938 total revenue and kilowatt-hours for this class of business amounted to 29.46% and 46.98% respectively, of total sales to ultimate consumer. In 1939 the revenue and kilowatt-hour figures were 30.49% and 49.11% respectively indicating a slight increase due to increased business activity.

4. Small Power and Light Service. In the aggregate, small power and light service accounted for 25.25% of revenue from total sales to ultimate consumers and for 14.69% of kilowatt-hour sales. The corresponding ratios for last year, 1938, were 25.71% and 15.26%, respectively, for revenue and kilowatt-hours. With the exception of a ratio of 10.68% for Produce Terminal Corporation, the eleven companies in 1939 received from 21.21% to 32.54% of revenue from small power and light service. Greater dispersion is found in the case of the ratio for kilowatt-hours which ranges from 8.94% to 25.61%, again excepting Produce Terminal Corporation, an unusual situation, with a ratio of only 4.07%.

5. Public Street and Highway Lighting Service. These sales were comparatively unimportant for all of the companies. The greatest proportion of revenue was 3.66% reported by Illinois Northern Utilities Company and the greatest proportion of kilowatt-hours was 3.55% reported by Central Illinois Electric and Gas Company.

6. Other Sales to Public Authorities. This class of service was only slightly more important than public street and highway lighting service. The greatest proportion of sales was 3.91% in the case of Central Illinois Electric and Gas Company and the greatest proportion of kilowatt-hours was 8.42% reported by Public Service Company of Northern Illinois.

7. Sales to Railroads and Railways. Only four companies reported this class of business and in one case the amount was nominal. For Commonwealth Edison Company 7.71% of revenue and 19.05% of kilowatt-hours represented this class of business.

For the remaining two companies sales to railroads and railways accounted for but a small percentage of the total. That this class of service has been decreasing in importance is evidenced by the fact that revenues and kilowatt-hours for this type of business constitute a decreasing proportion of total sales to ultimate consumers each year.

APPENDIX

Percentage Relationship of Revenue and Kilowatt-hours in Each Class of Consumer Sales
To Total Sales to Ultimate Consumers

		Residential		Large Power and Light		Small Power and Light		Public Street and Highway Lighting		Other Sales to Public Authorities		Sales to Railroads and Railways		Total Sales To Ultimate Consumers
TOTAL 11 COMPANIES	- Revenue	34.35%	2.04%	30.49%	25.25%	1.11%	1.76%	5.00%	100%					100%
	- Kwh	18.79	1.04	49.11	14.69	0.63	3.28	12.46	100					100
TOTAL 11 COMPANIES, exclusive- of Commonwealth Edison Co.	- Revenue	36.84	4.41	26.88	25.82	2.23	1.98	1.84	100					100
	- Kwh	20.75	2.45	51.21	16.67	1.37	4.07	3.48	100					100
Central Ill. Elec. & Gas Co.	- Revenue	37.77	4.16	20.24	30.91	3.01	3.91	0.00	100					100
	- Kwh	25.97	2.15	40.26	22.86	3.55	5.21	0.00	100					100
Central Illinois Light Co.	- Revenue	31.66	3.85	36.29	25.09	2.73	0.38	0.00	100					100
	- Kwh	16.75	1.97	62.60	17.00	1.37	0.31	0.00	100					100
Cent. Ill. Pub. Ser. Co.	- Revenue	37.52	3.98	30.16	24.04	2.84	1.46	0.00	100					100
	- Kwh	23.63	2.73	51.17	16.56	2.89	3.02	0.00	100					100
Commonwealth Edison Co.	- Revenue	32.21	0.00	33.61	24.76	0.15	1.56	7.71	100					100
	- Kwh	17.35	0.00	47.56	13.25	0.09	2.70	19.05	100					100
Illinois Iowa Power Co.	- Revenue	37.75	4.54	19.75	31.82	2.50	1.43	2.21	100					100
	- Kwh	24.40	2.41	37.61	25.61	1.74	2.33	5.90	100					100
Ill. Northern Utilities Co.	- Revenue	30.20	12.63	26.28	25.46	3.66	1.77	0.00	100					100
	- Kwh	14.95	5.83	63.18	12.26	1.85	1.93	0.00	100					100

APPENDIX

Percentage Relationship of Revenue and Kilowatt-hours in Each Class of Consumer Sales To Total Sales to Ultimate Consumers (Continued)

	Residential		Rural	Large Power and Light		Small Power and Light		Public Street and Highway Lighting		Other Sales to Public Authorities	Sales to Railroads and Railways	Total Sales to Ultimate Consumers
	- Revenue - Kwh											
Peoples Power Company	- Revenue	31.26%	3.53%	28.61%	32.51%	3.16%	0.90%	0.00%	100%			
	- Kwh	18.73	1.86	53.59	22.68	2.24	0.90	0.00	100			
Produce Terminal Corp.	- Revenue	0.00	0.00	89.32	10.68	0.00	0.00	0.00	100			
	- Kwh	0.00	0.00	95.93	4.07	0.00	0.00	0.00	100			
Pub. Ser. Co. of No. Ill.	- Revenue	40.72	3.72	23.81	23.04	1.43	3.20	4.08	100			
	- Kwh	22.93	2.28	44.90	13.78	0.46	8.42	7.23	100			
Union Electric Co. of Ill.	- Revenue	25.92	2.89	47.52	21.21	2.34	0.12	0.00	100			
	- Kwh	10.12	0.95	78.83	8.94	1.00	0.16	0.00	100			
Western United Gas & Elec.Co.-	- Revenue	42.87	5.19	19.65	29.34	1.67	1.26	0.02	100			
	- Kwh	31.45	5.06	35.63	23.47	1.55	2.80	0.04	100			

N.B. Small Power and Light Sales include other sales (Account 608) in the case of Peoples Power Company, the only company to report this class of business. The amount is negligible. See footnote (3), Table V, page 33.



Henry Horner, Governor

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ILLINOIS GAS UTILITIES
A Comparative Study of 1939 Sales

Research Bulletin #31

William W. Hart,
Acting Chairman
James D. Marnane
Charles E. Byrne,
Commissioners
Joseph E. Knight,
Secretary

ILLINOIS COMMERCE COMMISSION
RATES AND RESEARCH SECTION

ILLINOIS GAS UTILITIES

A Comparative Study of 1939 Sales

As Reported by the Twelve Largest Gas Utilities
Whose Sales to Ultimate Consumers Amount to
More than 99% of the Total for the State.

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ILLINOIS COMMERCE COMMISSION
Rates and Research Section
Springfield, Illinois

April 4, 1940

Hon. William W. Hart
Acting Chairman
Illinois Commerce Commission
Springfield, Illinois

Dear Sir:

I transmit herewith Research Bulletin #31 entitled "Illinois Gas Utilities, A Comparative Study of 1939 Sales."

This study, which has been prepared by Mr. Neil C. Albin, Senior Statistician of the Research Staff, continues the series of analyses of gas sales reported by the principal gas utilities subject to the jurisdiction of the Illinois Commerce Commission. The preceding bulletins of this series are identified at page 2 of this report.

The statistical tables contained in this volume review in detail gas sales for 1939 in comparison with those for 1938. Additional tables present in summary form the trend of gas sales during the seven years from 1933 to 1939, inclusive. The textual portion of the study discusses briefly the more significant facts revealed in the tables.

Yours very truly,

E. D. Ostrander

E. D. Ostrander, Supervisor
RATES AND RESEARCH SECTION

INTRODUCTORY CONSIDERATIONS
and
SOURCES OF INFORMATION

Scope of the Study

This study continues a series of analyses which began with Research Bulletin #6 and was continued in Bulletins #15, #19, #21, #25 and #28. It presents a comparison of the 1939 gas sales with those for 1938 of the twelve largest gas utilities in the State of Illinois, which account for approximately 99% of the total retail gas business in the State. Following are the twelve companies considered:

Central Illinois Electric and Gas Company,
Central Illinois Light Company,
Central Illinois Public Service Company,
Illinois Iowa Power Company,
Illinois Northern Utilities Company,
North Shore Gas Company,
The Peoples Gas Light & Coke Company,
Peoples Power Company,
Public Service Company of Northern Illinois,
Union Electric Company of Illinois,
Union Gas and Electric Company, and
Western United Gas and Electric Company.

The amount of revenue, the volume of sales expressed in therms and the average number of customers are given herein for each class of service for each company. Totals both inclusive and exclusive of The Peoples Gas Light & Coke Company, which dominates the totals, are presented together with pertinent ratios, such as the percentage of change from 1938, the amount of revenue per therm sold and consumption per customer.

A summary of gas sales for the years 1933 to 1939 inclusive, is also made a part of this study. This seven-year review covers totals for the twelve companies, by principal classes of service, totals exclusive of The Peoples Gas Light and Coke Company and data for the latter alone.

Sources of Information

The basic data for both 1938 and 1939 were taken from the companies' monthly reports for December, 1939, which contain sales information for the years ended December 31, 1938 and December 31, 1939. The information contained in such reports is subject to audit adjustments but experience indicates that only

minor changes may be expected with respect to sales data reported in the monthly statements.

Accounting Considerations

Effective January 1, 1938, the Commission adopted General Order 143 which prescribed a new Uniform System of Accounts for Class A and B gas utilities. The twelve companies considered by this study fall within these two classes.

The new Uniform System of Accounts provides a new item designated as Account 607 - Interdepartmental Sales. For the purpose of this study these Interdepartmental Sales have not been considered as Sales to Ultimate Consumers. (See Table XII, page 30.)

Other Considerations

In order further to analyze actual consumer sales an Appendix has been added (page 37) which discusses the various classes of consumer sales in their relationship to total sales to ultimate consumers.

It should be noted that comparisons between companies are subject to the fact that operating conditions, operating practices, rate structures and applications and statistical methods may differ from company to company.

TOTAL GAS OPERATING REVENUES, 1938-1939

The aggregate gas operating revenue of the twelve companies amounted to \$64,938,457 in 1939, an increase of 3.9% over the total of \$62,501,709 reported for 1938. For the eleven companies other than The Peoples Gas Light and Coke Company, total gas operating revenues increased 5.5% during the same period, or from \$24,525,502 to \$25,864,020. Gas operating revenue of \$39,074,437 was reported by The Peoples Gas Light and Coke Company in 1939, representing a rise of 2.9% over the total of \$37,976,207 for 1938. These figures reveal that this one company accounts for 60% of the revenue reported by all twelve companies. The amount reported by each of the companies is listed in Table XV, page 33. Reference to this table reveals that changes from 1938 to 1939 in total gas operating revenue of the individual companies ranged from a decline of 2.9% to an increase of 10.5%. Generally speaking those companies supplying natural gas or a mixture of natural and manufactured gases and actively engaged in space-heating sales reported larger increases in revenue than those selling manufactured gas and having relatively little space-heating business.

Reference to Table I, page 15, reveals that 838,649,701 therms of gas were sold in 1939, a gain of 10.5% over the 1938 total of 758,763,047 therms. Total gas sales by individual companies are reviewed in Table XIII, page 31. These totals include sales to other gas utilities for resale, and the bulk of these wholesale sales are made between the twelve companies considered in this report. Sales made to ultimate consumers are therefore a better index of gas utility operations. Such sales are reviewed below in the next section of this report.

TOTAL SALES TO ULTIMATE CONSUMERS, 1938-1939

Revenue from the sale of gas to ultimate consumers totalled \$60,845,766 in 1939, or 4.4% more than the \$58,283,999 reported by the twelve companies for the previous year.⁽¹⁾ The aggregate of consumer sales is reflected in Table I, page 15, and the distribution of the total among the twelve companies is given in Table X, page 28. The latter table reveals that all but two of the companies had some increase in revenue. The two decreases were small, neither exceeding 3.0%. Increases in revenue ranged from 2.2% to 10.5%.

The volume of therms sold to ultimate consumers in 1939 gained 10.8% over 1938 when it rose from 699,775,897 therms to 775,149,128 therms. The major portion of the increase is traceable to a larger volume of industrial sales. Although space-heating sales increased favorably (due to the increase in the number of customers using gas for that purpose and to lower temperatures during the heating season) in percentage terms, they accounted for a relatively small part of the gain in volume of sales to consumers. One company reported a drop of 2.8% in therms sold, but all others had gains which ranged from 0.5% to 21.2%.

The twelve companies supplied gas to 1,365,699 ultimate consumers in 1939 or 0.5% more than the total of 1,359,573 recorded for 1938.

(1) Total revenue thus gained \$2,531,767, but \$491,379 of the gain is traceable to the increased rates placed in effect February 5, 1938 by The Peoples Gas Light and Coke Company. These rates have been in litigation since June, 1936, finally reaching the United States Supreme Court which dismissed the company's appeal April 1, 1940. Exclusive of the effect of this situation, revenue increased \$2,070,388 or 3.7% over the 1938 total of \$55,616,628. These results are portrayed more clearly by the following tabulation of total revenue from consumer sales:

	1939	1938	Increase
Total as Reported	\$60,845,766	\$58,283,999	\$2,561,767
Revenue from Increased Rates	3,158,750	2,667,371	491,379
Balance	\$57,687,016	\$55,616,628	\$2,070,388

The \$491,379 gain reflected above for the increased rates results principally from the fact that such rates were in operation for all of 1939 but for only part of 1938.

The Peoples Gas Light and Coke Company clearly dominates the gas utility industry in Illinois in the sense that in 1939 its operations accounted for 58.6% of the revenue, 61.0% of the therms and 60.9% of the ultimate consumers shown by the data set forth in Table X.

RESIDENTIAL SALES, 1938-1939

Total Residential Sales are presented and analyzed in Table II, pages 16 and 17. Inasmuch as this total includes sales to space-heating customers as well as to regular residential customers, a review of the details will be left to a perusal of the Table.

Residential Sales Exclusive of Space-Heating

Residential Sales Exclusive of Space-Heating⁽¹⁾ continued in 1939 at substantially the 1938 level. As reported, revenue in this category rose 0.2%, but adjustment of the revenue data for the effect of the Chicago rate increase reveals a drop of 1.2%. The twelve companies reported aggregate revenue of \$35,234,964 in 1939 as compared with \$35,170,577 in 1938.

The number of therms sold for residential uses other than space-heating declined 1.1% in 1939 or from 172,516,475 therms to 170,550,215 therms. The number of customers rose 0.3%.

Six companies reported decreases in revenue ranging from 0.1% to 4.6%. The increases reported by the remaining six companies ranged from 0.1% to 2.0%. Five companies had a decline in therms sold, ranging from 1.4% for two companies to 4.9% for the Union Electric Company of Illinois.

Revenue per therm averaged 20.66¢ in 1939 as compared to the 1938 average of 20.39¢. Exclusive of The Peoples Gas Light & Coke Company the average was 21.28¢ in 1939 as against 21.45¢ in

(1) Includes sales to residential customers for cooking, lighting, water heating, refrigeration and other domestic purposes except those sales classified as Residential Space-Heating. See footnote to Table IV, page 20.

1938. For all twelve companies, revenue per therm in 1939 ranged from 17.88¢ for Central Illinois Light Company to 26.60¢ for Union Electric Company of Illinois.

Average use per customer declined two therms in 1939 or from 139 therms to 137 therms. The results for all companies other than The Peoples Gas Light & Coke Company were 137 and 138 therms, respectively, in 1939 and 1938. Consumption per average customer ranged from 94 therms (Union Electric Company of Illinois) to 189 therms (North Shore Gas Company) in 1939. This indicates roughly a consumption from eight to sixteen therms per month. Only two companies reported annual consumption of more than 146 therms per customer.

Revenue per customer averaged \$28.21 for all companies in 1939 compared with \$28.24 for all companies in 1938. For all companies other than The Peoples Gas Light & Coke Company revenue per customer decreased from \$29.52 in 1938 to \$29.08 in 1939. For the individual companies this item ranged from \$24.95 to \$29.35 except for an average of \$41.27 in the case of one company serving the suburban area north of Chicago.

Residential Space-Heating Sales

Revenue, therm sales and average number of customers increased in this classification over 1938. Revenue increased 11.4% from \$6,755,472 in 1938 to \$7,527,860 in 1939. Therm sales in 1939 amounted to 88,901,174 as compared to the 79,097,839 reported in 1938, an increase of 12.4%. The average number of customers increased from 37,727 in 1938 to 40,801 in 1939 or 8.1%. Excluding The Peoples Gas Light & Coke Company from the totals of all twelve companies, revenue increased 11.6%, therms 12.8% and average number of customers 9.9%, these percentage gains being practically the same as those reported for all twelve companies. The gains for The Peoples Gas Light & Coke Company alone followed approximately the same pattern when revenue increased 11.2% (10.9% after deducting the amount of revenue representing the increase in rates), therms, 11.7% and customers, 5.8%.

An average of 8.47¢ per therm was paid by space-heating customers in 1939 as compared to 8.54¢ in 1938. Average use per customer increased slightly from 2,097 therms in 1938 to 2,179

therms in 1939. This increase in consumption effected an increase in the average revenue per customer from \$179.06 in 1938 to \$184.50 in 1939 despite the drop in revenue per therm.

The relative importance of space-heating sales to total operating revenue varies considerably. For the twelve companies as a whole, 11.59% of revenue was derived from such service. One company reported no sales of this type and for six others space-heating sales accounted for from 0.35% to 7.58% of total revenue. The remaining five companies reported space-heating sales ranging from 16.46% to 23.62% of total revenue.

COMMERCIAL SALES, 1938-1939

Commercial service sales, Table V, produced 11.52% of total operating revenue of the twelve utilities. Included here are sales for space-heating purposes as well as for a wide variety of other so-called commercial usages, ranging from the dentist's small heating flame to summer off-peak water-heating service for metropolitan office buildings. The data and ratios given in Table V are accordingly subject to these qualifications.

Commercial service revenue increased slightly (0.2%) but would have been down (0.1%) except for the rate increase of The Peoples Gas Light & Coke Company, heretofore mentioned. Therm sales declined 5.4% and the average number of customers declined 0.5%. Ten of the twelve companies reported increases in both revenue and therms, but two companies did less commercial business in 1939 than in 1938.

INDUSTRIAL NON-INTERRUPTIBLE SALES, 1938-1939

Revenue from firm industrial service contributed only 6.59% of total gas operating revenue in 1939. As reported by the twelve companies considered in this analysis, revenue increased 15.1% from 1938 and therm sales increased 21.5%. Revenue per therm averaged 6.65¢ in 1939 as compared with 7.02¢ in 1938. For all companies exclusive of The Peoples Gas Light & Coke Company revenue per therm dropped from 5.91¢ in 1938 to 5.37¢ in 1939.

INDUSTRIAL INTERRUPTIBLE SALES, 1938-1939

This class of service, Table VII, accounted for 9.63% of the total gas operating revenue in 1939. All companies having sales of this type reported increases in revenue and in therm sales for 1939 with the exception of Western United Gas and Electric Company which reported a decline in revenue of 6.6% and in therm sales of 7.2%. The greatest increase was reported by the Illinois Iowa Power Company; its revenue and therm sales increased 45.7% and 67.5%, respectively.

OTHER SALES TO ULTIMATE CONSUMERS, 1938-1939

Public Street and Highway Lighting Sales, Table VIII, and Other Sales to Public Authorities, Table IX, together accounted for the same small fractions (0.11%) of total gas operating revenue in 1939 as in 1938. In fact only a few of the utilities reported sales in these classifications and in no case was the revenue an important part of the utility's total business.

SALES TO OTHER GAS UTILITIES, 1938-1939

Sales to Other Gas Utilities, Table XI, were reported by only four utilities and were significant only in the case of The Peoples Gas Light & Coke Company who supplies gas to Public Service Company of Northern Illinois for the latter's operations surrounding Chicago.

INTERDEPARTMENTAL SALES, 1938-1939

Only two companies reported revenue in this classification, and the amounts were unimportant in both cases. (See Table XII.)

OTHER GAS REVENUES, 1938-1939

This classification includes customers' forfeited discounts, rent from gas property and other miscellaneous items

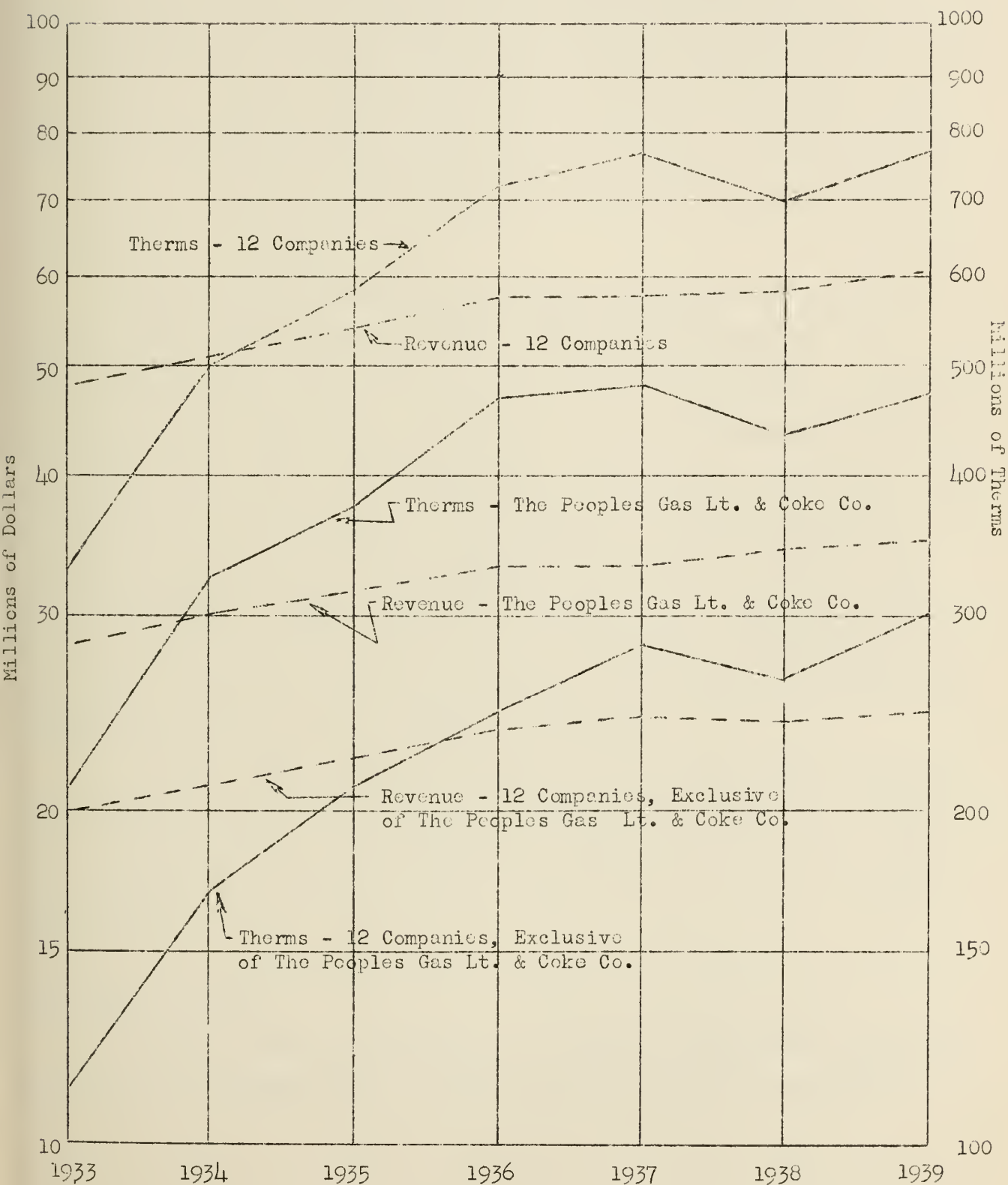
representing revenue from gas operations. Forfeited discounts, however, comprise the bulk of the total which amounted to 1.67% of gas operating revenue in 1939. (See Table XIV.)

SEVEN YEAR SUMMARY OF GAS SALES
1933-1939

SUMMARY OF GAS SALES
1933-1939

The chart below portrays trends in volume of revenue from and sales to ultimate consumers for the past seven years as reported by the twelve major gas utilities. Data supporting the chart appear in Tables XVI, XVII and XVIII, pages 34, 35 and 36.

TOTAL SALES TO ULTIMATE CONSUMERS
1933-1939



Total Sales to Ultimate Consumers

Tables XVI, XVII and XVIII are arranged so as to continue showing as in previous bulletins separate trends in total sales to ultimate consumers both including and excluding interruptible industrial sales, which have had practically their entire development during the seven year period under review. This procedure clearly sets forth the effect of the rise of this new market upon total consumer sales. For example, for the twelve companies as a whole (Table XVI) revenue increased 15.9% over the seven year period exclusive of interruptible sales, the addition of which effected a 27.4% increase in revenue over the same period. Similarly, the increase in therms sold was only 39.4% exclusive of interruptible sales which raised the increase in total therms sold to 137.6%. Average revenue per therm declined 17.3% before the addition of interruptible sales which operated to bring about a reduction of 46.3% in average revenue per therm for all sales to consumers.

Trends in total sales to ultimate consumers by all companies other than The Peoples Gas Light & Coke Company, who accounts for more than half of total sales in the State, are given in Table XVII, page 35. For these companies revenue rose 27.1% over the seven year period including interruptible sales but only 14.5% except for such sales. The volume of sales measured in therms increased 152.5% and 54.1% for total sales and for total sales exclusive of interruptible, respectively. Average revenue per therm decreased 50.0% when computed from total sales but only 25.8% when interruptible sales are excluded.

A seven year summary of sales for The Peoples Gas Light & Coke Company alone is presented in Table XVIII, page 36. The trends here are in general similar to those noted for the aggregate above.

Residential Sales

For the twelve companies as a whole, revenue from residential sales increased only 12.4% as compared with an increase of

25.4% in therms sold.⁽¹⁾ A large part of the increase in therms sold to residential customers undoubtedly represents sales for space-heating service, the revenues from which average less per unit than in the case of other domestic service.

Exclusive of The Peoples Gas Light & Coke Company, revenue from residential sales increased only 10.4% but the number of therms sold rose 44.7%. Consequently, the average revenue per therm from this class of business fell 23.8% during the seven years.

The residential revenue of The Peoples Gas Light & Coke Company increased from \$21,136,000 in 1933 to \$24,106,000 in 1939, or 14.1%. However, the 1939 figure includes \$2,978,000 representing the rate increase with the result that exclusive of this item the Company's 1939 revenue from residential services was \$21,128,000 or less than one-half per cent less than in 1933.

Industrial Interruptible Sales

Industrial Interruptible Sales have increased very rapidly since 1933. In 1933 the revenue totalled \$667,000 as compared to \$6,253,000 in 1939, a gain of 637.5%. Therm sales rose from 44.9 million in 1933 to 383.4 million in 1939. This is an increase of 753.9%. The average number of customers increased from 7 to 138 during the seven year period, or 1971.4%.

Interruptible sales by The Peoples Gas Light & Coke Company and for all of the other companies reporting such sales show correspondingly large gains over the seven years, 1933-1939. In all cases the average revenue per therm has been slightly higher during the last three years of the seven year period than in 1933.

All Other Sales

Other Sales not specifically classified rose 30.6% in revenue and 78.5% in volume of sales over the seven year period. A gain of 4.1% in customers was reported. Revenue per therm has decreased 27.0% during the seven years.

(1) Except for The Peoples Gas rate increase the gain in residential revenue from 1933 to 1939 was only 4.6%.

Table I

ILLINOIS GAS UTILITIES

GAS SALES BY CLASS OF SERVICE*

Analysis of Twelve Companies, Whose Sales to Ultimate Consumers Account for More Than 99% of the Total for the State

	REVENUE			THERMS			AVERAGE NUMBER OF CUSTOMERS		REVENUE PER THERM	% TOTAL OPERATING REVENUE
	1939	1938	% Change	1939	1938	% Change	1939	1938	1939	1938
TOTAL GAS OPERATING REVENUES	\$64,938,457	\$62,501,709	3.9%							100.00%
Other Gas Revenues	1,084,111	1,199,645	-9.6							1.67
Total Gas Sales	63,854,346	61,302,064	4.2	838,649,701	758,763,047	10.5%	1,365,704	1,359,577	7.61¢	98.33
Interdepartmental Sales	7,677	7,466	2.8	159,505	142,885	11.6	-	-	4.81	0.01
Sales to Other Gas Utilities	3,000,903	3,010,599	-0.3	63,341,068	58,844,265	7.6	5	4	4.74	4.62
Total Sales to Ultimate Consumers	60,845,766	58,283,999	4.4	775,149,128	699,775,897	10.8	1,365,699	1,359,573	7.85	93.70
Total Residential Sales	42,762,824	41,926,049	2.0	259,451,389	251,614,314	3.1	1,289,698	1,283,144	16.48	65.85
Residential Sales, exclusive of Space-Heating	35,234,964	35,170,577	0.2	170,550,215	172,516,475	-1.1	1,248,897	1,245,417	20.66	54.26
Residential Space-Heating Sales	7,527,860	6,755,472	11.4	88,901,174	79,097,839	12.4	40,801	57,727	8.47	11.59
Total Commercial Sales	7,483,227	7,471,028	0.2	67,111,797	70,948,959	-5.4	68,441	68,806	11.15	11.52
Industrial-Non-Interruptible	4,281,581	3,718,587	15.1	64,397,967	52,996,032	21.5	7,296	7,376	6.65	6.55
Industrial-Interruptible	6,252,586	5,104,513	22.5	383,406,309	323,439,405	18.5	138	128	1.63	9.63
Public Street & Highway Lighting	30,612	34,527	-11.3	437,679	499,321	-12.3	3	3	6.99	0.05
Other Sales to Public Authorities	34,936	29,295	19.3	343,987	271,866	23.8	123	116	10.16	0.06

* See footnotes on the following supporting tables.

Table II
ILLINOIS GAS UTILITIES
TOTAL RESIDENTIAL SALES

	REVENUE				THERMS			AVERAGE NUMBER OF CUSTOMERS			
	1939	1938	% Change		1939	1938	% Change	1939	1938	% Change	
TOTAL 12 COMPANIES(1)	\$42,762,824	\$41,926,049	2.0%	:	259,451,389	251,614,314	3.1%	:	1,289,698	1,283,144	0.5%
TOTAL 12 COMPANIES, excl. of Peoples Gas Lt. & Coke Co.	18,657,116	18,144,739	2.8	:	120,997,700	114,064,392	6.1	:	506,439	496,080	2.1
Cent. Ill. Elec. & Gas Co.	941,637	951,295	-1.0	:	4,572,066	4,588,402	-0.4	:	30,777	30,306	1.6
Central Illinois Light Co.	1,806,728	1,704,760	6.0	:	15,344,916	13,850,660	10.8	:	47,522	46,148	3.0
Cent. Ill. Pub. Ser. Co.	687,671	667,766	3.0	:	4,321,746	4,043,961	6.9	:	21,603	21,012	2.8
Illinois Iowa Power Company	2,331,171	2,296,337	1.5	:	11,793,025	11,443,096	3.1	:	84,276	82,540	2.1
Ill. Northern Utilities Co.	405,457	405,199	0.1	:	1,547,319	1,535,511	0.8	:	14,454	14,182	1.9
North Shore Gas Company	1,275,493	1,261,550	1.1	:	7,356,352	7,080,169	3.9	:	25,703	25,376	1.3
Peoples Gas Lt. & Coke Co.(1)	24,105,708	23,781,310	1.4	:	138,453,689	137,529,922	0.7	:	783,259	787,064	-0.5
Peoples Power Company	551,363	519,401	6.2	:	3,351,101	3,039,702	10.2	:	19,308	18,808	2.7
Pub. Ser. Co. of No. Ill.	6,470,283	6,259,292	3.4	:	47,013,008	44,264,743	6.2	:	152,331	148,912	2.3
Union Electric Co. of Illinois	115,413	120,924	-4.6	:	433,905	456,092	-4.9	:	4,625	4,651	-0.6
Union Gas & Electric Company	244,503	246,845	-1.0	:	1,158,715	1,166,149	-0.6	:	8,932	8,813	1.4
Western United Gas & Elec. Co.	3,827,397	3,711,370	3.1	:	24,105,517	22,615,907	6.6	:	96,908	95,332	1.7
(1) Exclusive of \$2,512,227 and \$2,978,243 representing the effect of the increase in rates for the years 1938 and 1939, respectively, by The Peoples Gas Light & Coke Company these items are:											
Total 12 Companies	\$39,784,581	\$39,413,822	0.9%	:	259,451,389	251,614,312	3.1%	:	1,289,698	1,283,144	0.5%
Peoples Gas Lt. & Coke Co.	21,127,465	21,269,083	-0.7	:	138,453,689	137,529,922	0.7	:	783,259	787,064	-0.5

Table II (Continued)
ILLINOIS GAS UTILITIES
TOTAL RESIDENTIAL SALES

	REVENUE PER THERM		THERMS PER CUSTOMER		REVENUE PER CUSTOMER		% TOTAL OPERATING REVENUE
	1939	1938	1939	1938	1939	1938	
TOTAL 12 COMPANIES(1)	16.48¢	16.66¢	201	196	\$33.16	\$32.67	65.85%
TOTAL 12 COMPANIES, excl. of Peoples Gas Lt. & Coke Co.	15.42	15.90	239	230	36.84	36.58	72.13
Cent. Ill. Elec. & Gas Co.	20.60	20.73	149	151	30.60	31.39	74.92
Central Illinois Light Co.	11.77	12.31	323	300	38.02	36.94	64.27
Cent. Ill. Pub. Ser. Co.	15.91	16.51	200	192	31.83	31.78	76.13
Illinois Iowa Power Co.	19.77	20.07	140	139	27.66	27.82	76.02
Ill. Northern Utilities Co.	26.20	26.39	107	108	28.05	28.57	79.39
North Shore Gas Company	17.34	17.82	286	279	49.62	49.71	87.34
Peoples Gas Lt. & Coke Co.(1)	17.41	17.29	177	175	30.78	30.22	61.69
Peoples Power Company	16.45	17.09	174	162	28.56	27.62	54.24
Pub. Ser. Co. of No. Ill.	13.76	14.14	309	297	42.48	42.03	66.43
Union Electric Co. of Ill.	26.60	26.51	94	98	24.95	26.00	80.11
Union Gas & Electric Co.	21.10	21.17	130	132	27.37	28.01	78.37
Western United Gas & Elec. Co.	15.88	16.41	249	237	39.50	38.93	82.45

(1) The following items are exclusive of the effect of the increase in rates by The Peoples Gas Light & Coke Company:

Total 12 Companies	15.33¢	15.66¢	201	196	\$30.85	\$30.72	64.40%
Peoples Gas Light & Coke Co.	15.26	15.47	177	175	26.97	27.02	58.83

Table III
ILLINOIS GAS UTILITIES
RESIDENTIAL SALES EXCLUSIVE OF SPACE HEATING*

	REVENUE		% Change	THERMS		% Change	AVERAGE NUMBER OF CUSTOMERS		% Change		
	1939	1938		1939	1938		1939	1938			
TOTAL 12 COMPANIES(1)	\$35,234,964	\$35,170,577	0.2%	:	170,550,215	172,516,475	-1.1%	:	1,248,897	1,245,417	0.3%
TOTAL 12 COMPANIES, excl. of Peoples Gas Lt. & Coke Co.	14,018,009	14,014,822	0.2	:	66,007,156	65,348,267	1.0	:	483,049	474,802	1.7
Cent. Ill. Elec. & Gas Co.	854,909	867,576	-1.4	:	3,674,144	3,728,192	-1.4	:	30,329	29,891	1.5
Central Illinois Light Co.	1,232,431	1,208,302	2.0	:	6,893,992	6,658,177	3.5	:	43,519	42,745	1.8
Cent. Ill. Pub. Ser. Co.	539,000	534,116	0.9	:	2,280,836	2,224,730	2.5	:	20,677	20,174	2.5
Illinois Iowa Power Co.	2,123,098	2,109,934	0.6	:	9,240,706	9,186,278	0.6	:	83,246	81,561	2.1
Ill. Northern Utilities Co.	403,683	404,045	-0.1	:	1,532,774	1,526,343	0.4	:	14,444	14,174	1.9
North Shore Gas Company	1,003,283	1,025,929	-2.2	:	4,586,705	4,689,792	-2.2	:	24,308	24,099	0.9
Peoples Gas Lt. & Coke Co.(1)	21,186,955	21,155,755	0.1	:	104,543,059	107,168,208	-2.4	:	765,848	770,615	-0.6
Peoples Power Company	474,298	464,807	2.0	:	2,494,600	2,433,899	2.5	:	18,834	18,473	2.0
Pub. Ser. Co. of No. Ill.	4,169,467	4,175,032	-0.1	:	20,355,992	20,293,527	0.3	:	142,040	139,380	1.9
Union Electric Co. of Ill.	115,413	120,924	-4.6	:	433,905	456,092	-4.9	:	4,625	4,651	-0.6
Union Gas & Electric Co.	237,278	240,373	-1.3	:	1,089,988	1,105,312	-1.4	:	8,899	8,781	1.3
Western United Gas & Elec. Co.	2,895,149	2,863,784	1.1	:	13,423,514	13,045,925	2.9	:	92,128	90,873	1.4

* Includes all sales of gas to residential customers for lighting, cooking, water heating, refrigeration and other domestic purposes except those classified as Residential Space-Heating (see footnote (*) Table IV.)

(1) Exclusive of \$2,459,262 and \$2,911,331 representing the effects of the increase in rates for the years 1938 and 1939, respectively, by The Peoples Gas Light & Coke Company these items are:

Total 12 Companies	\$32,323,633	\$32,711,315	-1.2%	170,550,215	172,516,474	-1.1%	1,245,417	0.3%
Peoples Gas Lt. & Coke Co.	18,275,624	18,696,493	-2.3	104,543,059	107,168,208	-2.4	770,615	-0.6
							1,248,897	
							765,848	

Table III (Continued)
ILLINOIS GAS UTILITIES
RESIDENTIAL SALES EXCLUSIVE OF SPACE HEATING*

	REVENUE PLR THERM		THERMS PER CUSTOMER		REVENUE PER CUSTOMER		% TOTAL OPERATING REVENUE
	1939	1938	1939	1938	1939	1938	
TOTAL 12 COMPANIES (1)	20.66¢	20.39¢	137	139	\$28.21	\$28.24	54.26%
TOTAL 12 COMPANIES, excl. of Peoples Gas Lt. & Coke Co.	21.28	21.45	137	138	29.08	29.52	54.31
Cent. Ill. Elec. & Gas Co.	23.27	23.27	121	125	28.19	29.02	68.02
Central Illinois Light Co.	17.88	18.15	158	156	28.32	28.27	43.84
Cent. Ill. Pub. Ser. Co.	23.63	24.01	110	110	26.07	26.48	59.67
Illinois Iowa Power Company	22.98	22.97	111	113	25.50	25.87	69.23
Ill. Northern Utilities Co.	26.34	26.47	106	108	27.95	28.51	79.04
North Shore Gas Company	21.87	21.88	189	195	41.27	42.57	68.70
Peoples Gas Lt. & Coke Co. (1)	20.27	19.74	137	139	27.66	27.45	54.22
Peoples Power Company	19.01	19.10	132	132	25.18	25.16	46.66
Pub. Ser. Co. of No. Ill.	20.48	20.57	143	146	29.35	29.95	42.81
Union Electric Co. of Illinois	26.60	26.51	94	98	24.95	26.00	80.11
Union Gas & Electric Co.	21.77	21.75	122	126	26.66	27.37	76.05
Western United Gas & Elec. Co.	21.57	21.95	146	144	31.43	31.51	62.37
* See footnote (*) Table IV.							
(1) The following items are exclusive of the effect of the increase in rates by The Peoples Gas Light & Coke Company:							
Total 12 Companies	18.95¢	18.96¢	137	139	\$25.88	\$26.27	52.32%
Peoples Gas Lt. & Coke Co.	17.48	17.45	137	139	23.86	24.26	50.89

Table IV
ILLINOIS GAS UTILITIES
RESIDENTIAL SPACE-HEATING SALES*

	REVENUE		THERMS		AVERAGE NUMBER OF CUSTOMERS	
	1939	1938	% Change	1939	1938	% Change
TOTAL 12 COMPANIES(1)	\$7,527,860	\$6,755,472	11.4%	88,901,174	79,097,839	12.4%
TOTAL 12 COMPANIES, excl. of Peoples Gas Lt. & Coke Co.	4,609,107	4,129,917	11.6	54,990,544	48,736,125	12.8
Cent. Ill. Elec. & Gas Co.	86,728	83,719	3.6	897,922	860,210	4.4
Central Illinois Light Co.	574,297	496,458	15.7	8,450,924	7,192,483	17.5
Cent. Ill. Pub. Ser. Co.	148,671	133,650	11.2	2,040,910	1,819,231	12.2
Illinois Iowa Power Company	208,073	186,403	11.6	2,552,319	2,256,818	13.1
Ill. Northern Utilities Co.	1,774	1,154	53.9	14,575	9,168	59.0
North Shore Gas Company	272,210	235,621	15.5	2,769,647	2,390,377	15.9
Peoples Gas Lt. & Coke Co.(1)	2,918,753	2,625,555	11.2	33,910,630	30,361,714	11.7
Peoples Power Company	77,065	54,594	41.2	856,501	605,803	41.4
Pub. Ser. Co. of No. Ill.	2,300,816	2,084,260	10.4	26,657,016	23,971,216	11.2
Union Electric Co. of Ill.	-	-	-	-	-	-
Union Gas & Electric Co.	7,225	6,472	11.7	68,727	60,837	13.0
Western United Gas & Elec. Co.	932,248	847,586	10.0	10,682,003	9,569,982	11.6

* Includes (1) gas sold under separately metered space-heating rates and (2) gas used for space-heating and for residential purposes other than space-heating in the case of sales under combination rates which do not provide for the quantity of gas used for space-heating. All other residential sales are included in Table III.

(1) Exclusive of \$52,965 and \$66,912 representing the effects of the increase in rates for the years 1938 and 1939, respectively, by The Peoples Gas Light & Coke Company those items are:

Total 12 Companies	\$7,460,948	\$6,702,507	11.3%	88,901,174	79,097,839	12.4%	37,727	8.1%
Peoples Gas Lt. & Coke Co.	2,851,841	2,572,590	10.9	33,910,630	30,361,714	11.7	16,449	5.8

	REVENUE PER THERM		THERMS PER CUSTOMER		REVENUE PER CUSTOMER		% TOTAL OPERATING REVENUE
	1955	1958	1959	1958	1959	1958	
TOTAL 12 COMPANIES(1)	8.47¢	8.54¢	2,179	2,097	\$184.50	\$179.06	11.59%
TOTAL 12 COMPANIES, excl. of Peoples Gas Lt. & Coke Co.	8.38	8.47	2,351	2,290	197.05	194.09	17.82
Cent. Ill. Elec. & Gas Co.	9.66	9.73	2,004	2,073	193.59	201.73	6.90
Central Illinois Light Co.	6.80	6.90	2,111	2,114	143.47	145.89	20.43
Cent. Ill. Pub. Ser. Co.	7.28	7.35	2,204	2,171	160.55	159.49	16.46
Illinois Iowa Power Company	8.15	8.26	2,478	2,305	202.01	190.40	6.79
Ill. Northern Utilities Co.	12.17	12.59	1,458	1,146	177.40	144.25	0.35
North Shore Gas Company	9.83	9.86	1,985	1,872	195.13	184.51	18.64
Peoples Gas Lt. & Coke Co. (1)	8.61	8.65	1,948	1,846	167.64	159.62	7.47
Peoples Power Company	9.00	9.01	1,807	1,808	162.58	162.97	7.58
Pub. Ser. Co. of No. Ill.	8.63	8.69	2,590	2,515	223.58	218.66	23.62
Union Electric Co. of Illinois	"	"	"	"	"	"	-
Union Gas & Electric Company	10.51	10.64	2,083	1,901	218.94	202.25	2.32
Western United Gas & Elec. Co.	8.73	8.86	2,235	2,146	195.03	190.08	20.08
* See footnote (*) page 20.							
(1) The following items are exclusive of the effect of the increase in rates by The Peoples Gas Light & Coke Company:							
Total 12 Companies	8.39¢	8.47¢	2,179	2,097	\$182.86	\$177.66	12.08%
Peoples Gas Lt. & Coke Co.	8.41	8.47	1,948	1,846	163.80	156.40	7.94

Table V
ILLINOIS GAS UTILITIES
TOTAL COMMERCIAL SALES*

	REVENUE			THERMS			AVERAGE NUMBER OF CUSTOMERS		
	1939	1938	% Change	1939	1938	% Change	1939	1938	% Change
TOTAL 12 COMPANIES(1)	\$7,483,227	\$7,471,028	0.2%	67,111,797	70,948,959	-5.4%	68,441	68,806	-0.5%
TOTAL 12 COMPANIES, excl. of Peoples Gas Lt. & Coke Co.	2,457,872	2,362,778	4.0	17,542,187	16,800,236	4.4	25,730	25,142	2.3
Cent. Ill. Elec. & Gas Co.	134,733	130,780	3.0	884,050	853,747	3.5	1,565	1,427	9.7
Central Illinois Light Co.	294,279	289,066	1.8	2,569,563	2,531,317	1.5	2,812	2,796	0.6
Cent. Ill. Pub. Ser. Co.	167,899	149,136	12.6	1,787,583	1,436,885	24.4	2,027	1,920	5.6
Illinois Iowa Power Co.	418,459	426,868	-2.0	2,361,006	2,774,458	-14.9	5,698	5,683	0.3
Ill. Northern Utilities Co.	58,575	56,086	4.4	263,570	269,103	5.4	996	983	1.3
North Shore Gas Company	106,003	98,163	8.0	676,126	617,133	9.6	492	457	7.7
Peoples Gas Lt. & Coke Co.(1)	5,025,355	5,108,250	-1.6	49,569,610	54,148,723	-8.5	42,711	43,664	-2.2
Peoples Power Company	117,723	108,538	8.5	781,896	713,895	9.5	1,748	1,684	3.8
Pub. Ser. Co. of No. Ill.	799,821	763,161	4.8	5,759,021	5,352,748	7.6	8,688	8,527	1.9
Union Electric Co. of Ill.	24,244	23,716	2.2	111,307	108,037	3.0	373	379	-1.6
Union Gas & Electric Company	41,063	40,622	1.1	209,931	204,932	2.4	530	525	1.0
Western United Gas & Elec. Co.	295,073	276,642	6.7	2,118,134	1,937,981	9.3	801	761	5.3

* Includes sales to commercial customers using gas for space-heating.
(1) Exclusive of \$135,942 and \$158,153 representing the effect of the increase in rates for the years 1938 and 1939, respectively, for The Peoples Gas Light & Coke Company these items are:

Total 12 Companies	\$7,325,074	\$7,335,086	-0.1%	67,111,797	70,948,959	-5.4%	68,441	68,806	-0.5%
The Peoples Gas Lt. & Coke Co.	4,867,202	5,025,355	-3.1	49,569,610	54,148,723	-8.5	42,711	43,664	-2.2

Table V (CONTINUED)
ILLINOIS GAS UTILITIES
TOTAL COMMERCIAL SALES*

	REVENUE PER THERM		THERMS PER CUSTOMER		REVENUE PER CUSTOMER		% TOTAL OPERATING REVENUE 1939
	1939	1938	1939	1938	1939	1938	
TOTAL 12 COMPANIES(1)	11.15¢	10.53¢	981	1,031	\$109.34	\$108.58	11.52%
TOTAL 12 COMPANIES, excl. of Peoples Gas Lt. & Coke Co.	14.01	14.06	682	668	95.53	93.98	9.50
Cent. Ill. Elec. & Gas Co.	15.24	15.32	565	598	86.09	91.65	10.72
Central Illinois Light Co.	11.45	11.42	914	905	104.65	103.39	10.47
Cent. Ill. Pub. Ser. Co.	9.39	10.38	882	748	82.83	77.68	18.59
Illinois Iowa Power Co.	17.72	15.39	414	488	73.44	75.11	13.65
Ill. Northern Utilities Co.	20.66	20.84	285	274	58.81	57.06	11.47
North Shore Gas Company	15.68	15.91	1,374	1,350	215.45	214.80	7.26
Peoples Gas Lt. & Coke Co.(1)	10.14	9.43	1,161	1,240	117.66	116.99	12.86
Peoples Power Company	15.06	15.20	447	424	67.35	64.45	11.58
Pub. Ser. Co. of No. Ill.	13.89	14.26	663	628	92.06	89.50	8.21
Union Electric Co. of Ill.	21.78	21.95	298	285	65.00	62.58	16.83
Union Gas & Electric Co.	19.56	19.82	396	390	77.48	77.38	13.16
Western United Gas & Elec. Co.	13.93	14.27	2,644	2,547	368.38	363.52	6.36
Total 12 Companies	10.91¢	10.34¢	981	1,031	\$107.03	\$106.61	11.86%
Peoples Gas Lt. & Coke Co.	9.82	9.18	1,161	1,240	113.96	113.88	13.55

* See footnote (*) page 22.

(1) The following items are exclusive of the effect of the increase in rates by The Peoples Gas Light & Coke Company:

Table VI
ILLINOIS GAS UTILITIES
INDUSTRIAL NON-INTERRUPTIBLE

	REVENUE			THERMS			AVERAGE NUMBER OF CUSTOMERS			REVENUE PER THERM		% TOTAL OPERATING REVENUE
	1938			1939			1938			1939		
	1939	1938	% Change	1939	1938	% Change	1939	1938	% Change	1939	1938	
TOTAL 12 COMPANIES(1)	\$4,281,581	\$3,718,587	15.1%	64,397,967	52,996,032	21.5%	7,296	7,376	-1.1%	6.65¢	7.02¢	6.59%
TOTAL 12 COMPANIES, excl. of Peoples Gas Lt. & Coke Co.	1,230,937	979,872	25.6	22,905,381	16,583,605	38.1	935	918	1.9	5.37	5.91	4.76
Cent. Ill. Elec. & Gas Co.	153,057	115,611	32.4	1,969,784	1,380,792	42.7	143	138	3.6	7.77	8.37	12.18
Central Illinois Light Co.	90,938	77,039	18.0	1,463,412	1,095,881	33.5	75	73	2.7	6.21	7.03	3.23
Cent. Ill. Pub. Ser. Co.	5,667	7,142	-20.7	109,464	121,875	-10.2	1	2	-50.0	5.18	5.86	0.62
Illinois Iowa Power Co.	59,660	63,867	-6.6	404,920	489,569	82.7	128	123	4.1	14.73	13.05	1.95
Ill. Northern Utilities Co.	43,055	34,891	23.4	286,968	223,496	28.4	45	44	2.3	15.00	15.61	8.43
North Shore Gas Company	53,528	43,651	22.6	512,914	376,822	36.1	83	82	1.2	10.44	11.58	3.66
Peoples Gas Lt. & Coke Co.(1)	3,050,644	2,738,715	11.4	41,492,586	36,412,427	14.0	6,361	6,458	-1.5	7.35	7.52	7.81
Peoples Power Company	206,254	160,214	28.7	3,462,743	2,640,240	31.2	36	39	-7.7	5.96	6.07	20.29
Pub. Ser. Co. of Mo. Ill.	302,983	239,680	26.4	4,972,138	3,668,127	35.5	317	315	0.6	6.09	6.53	3.11
Union Elec. Co. of Illinois	1,974	1,411	39.9	11,238	8,288	35.6	3	1	200.0	17.57	17.02	1.37
Union Gas & Elec. Co.	14,454	13,495	7.1	86,952	77,451	12.3	17	19	-10.5	16.62	17.42	4.63
Western United Gas & Elec. Co.	299,367	222,871	34.3	9,624,848	6,501,064	48.1	87	82	6.1	3.11	3.43	6.45

(1) Exclusive of \$19,202 and \$22,354 representing the effect of the increase in rates for the years 1938 and 1939, respectively, by The Peoples Gas Light & Coke Company these items are:

Total 12 Companies	\$4,259,227	\$3,699,385	11.5%	64,397,967	52,996,033	21.5%	7,296	7,376	-1.1%	5.84¢	6.98¢	6.89%
Peoples Gas Lt. & Coke Co.	3,028,290	2,719,513	11.1	41,492,586	36,412,427	14.0	6,361	6,458	-1.5	4.76	7.47	8.43

Table VII
ILLINOIS GAS UTILITIES
INDUSTRIAL INTERRUPTIBLE

	REVENUE		THERMS		AVERAGE NUMBERS OF CUSTOMERS		REVENUE PER THERM		% TOTAL OPERATING REVENUE
	1939	1938	% Change	1939	1938	% Change	1939	1938	
TOTAL 12 COMPANIES	\$6,252,586	\$5,104,513	22.5%	: 383,406,309	323,439,405	18.5%	: 138	128	7.8% : 1.63¢ 1.58¢ : 9.63%
TOTAL 12 COMPANIES, excl. of Peoples Gas Lt. & Coke Co.	2,812,382	2,262,657	24.3	: 140,377,423	114,236,200	22.9	: 128	118	8.5 : 2.00 1.98 : 10.87
Cent. Ill. Elec. & Gas Co.	11,008	10,479	5.0	: 390,540	367,290	6.3	: 1	1	0.0 : 2.82 2.85 : 0.87
Central Illinois Light Co.	590,207	526,413	12.1	: 28,654,766	25,253,546	13.5	: 9	9	0.0 : 2.06 2.08 : 20.99
Cent. Ill. Pub. Ser. Co.	32,044	30,069	6.5	: 1,156,970	1,074,465	7.7	: 1	1	0.0 : 2.77 2.80 : 3.54
Illinois Iowa Power Co.	177,691	121,918	45.7	: 5,288,866	3,155,539	67.6	: 63	55	14.5 : 3.36 3.86 : 5.79
Ill. Northern Utilities Co.	-	-	-	: -	-	-	: -	-	- : -
North Shore Gas Company	-	-	-	: -	-	-	: -	-	- : -
Peoples Gas Lt. & Coke Co.	3,440,204	2,841,856	21.1	: 243,028,886	209,203,205	16.2	: 10	10	0.0 : 1.42 1.36 : 8.80
Peoples Power Company	133,220	124,597	6.9	: 5,618,415	5,090,572	10.4	: 11	8	37.5 : 2.37 2.45 : 13.11
Pub. Ser. Co. of No. Ill.	1,707,819	1,277,490	33.7	: 87,233,758	66,327,941	31.5	: 39	40	-2.5 : 1.96 1.93 : 17.53
Union Elec. Co. of Ill.	-	-	-	: -	-	-	: -	-	- : -
Union Gas & Electric Co.	-	-	-	: -	-	-	: -	-	- : -
Western United Gas & Elec. Co.	160,423	171,691	-6.6	: 12,034,108	12,966,847	-7.2	: 4	4	0.0 : 1.33 1.32 : 3.46

Table VIII
ILLINOIS GAS UTILITIES
PUBLIC STREET & HIGHWAY LIGHTING

	REVENUE			THERMS			AVERAGE NUMBER OF CUSTOMERS			REVENUE PER THERM		% TOTAL OPERATING REVENUE
	1939	1938	% Change	1939	1938	% Change	1939	1938	% Change	1939	1938	
TOTAL 12 COMPANIES	\$30,612	\$34,527	-11.3%	437,679	499,321	-12.3%	3	3	0.0%	6.99¢	6.91¢	0.05%
TOTAL 12 COMPANIES, excl. of Peoples Gas Lt. & Coke Co.	4,376	4,328	1.1	27,735	27,468	1.0	2	2	0.0	15.78	15.76	0.02
Cent. Ill. Elec. & Gas Co.	-	-	-	-	-	-	-	-	-	-	-	-
Central Illinois Light Co.	-	-	-	-	-	-	-	-	-	-	-	-
Cent. Ill. Pub. Ser. Co.	-	-	-	-	-	-	-	-	-	-	-	-
Illinois Iowa Power Co.	-	-	-	-	-	-	-	-	-	-	-	-
Ill. Northern Utilities Co.	-	-	-	-	-	-	-	-	-	-	-	-
North Shore Gas Company	2,268	2,215	2.4	13,035	12,735	2.4	1	1	0.0	17.40	17.39	0.16
Peoples Gas Lt. & Coke Co.	26,236	30,199	-13.1	409,944	471,853	-13.1	1	1	0.0	6.40	6.40	0.07
Peoples Power Company	-	-	-	-	-	-	-	-	-	-	-	-
Pub. Ser. Co. of No. Ill.	2,108	2,113	-0.2	14,700	14,733	-0.2	1	1	0.0	14.34	14.34	0.02
Union Electric Co. of Ill.	-	-	-	-	-	-	-	-	-	-	-	-
Union Gas & Electric Co.	-	-	-	-	-	-	-	-	-	-	-	-
Western United Gas & Elec. Co.	-	-	-	-	-	-	-	-	-	-	-	-

Table IX
ILLINOIS GAS UTILITIES
OTHER SUPPLIES TO PUBLIC AUTHORITIES

	REVENUE			TERMS			AVERAGE NUMBER OF CUSTOMERS			REVENUE PER THERM		% TOTAL OPERATING REVENUE
	1939	1938	% Change	1939	1938	% Change	1939	1938	% Change	1939	1938	
TOTAL 12 COMPANIES	\$34,936	\$29,295	19.3%	343,987	277,866	23.8%	123	116	6.0%	10.16¢	10.54¢	0.06¢
TOTAL 12 COMPANIES, excl. of Peoples Gas Lt. & Coke Co.	17,194	15,265	12.6	159,036	135,176	17.7	105	113	-7.1	10.81	11.29	0.07
Cent. Ill. Elec. & Gas Co.	5,399	5,094	6.0	40,869	38,035	7.5	70	67	4.5	13.21	13.39	0.43
Central Illinois Light Co.	-	-	-	-	-	-	-	-	-	-	-	-
Cent. Ill. Pub. Ser. Co.	-	-	-	-	-	-	-	-	-	-	-	-
Illinois Iowa Power Co.	-	-	-	-	-	-	-	-	-	-	-	-
Ill. Northern Utilities Co.	-	-	-	-	-	-	-	-	-	-	-	-
North Shore Gas Company	-	-	-	-	-	-	-	-	-	-	-	-
Peoples Gas Lt. & Coke Co.	17,742	14,030	26.5	184,951	142,690	29.6	3	3	0.0	9.59	9.83	0.05
Peoples Power Company	-	-	-	-	-	-	-	-	-	-	-	-
Pub. Ser. Co. of No. Ill.	4,439	4,465	-0.6	57,205	57,500	-0.5	2	2	0.0	7.76	7.77	0.05
Union Elec. Co. of Illinois	-	-	-	-	-	-	-	-	-	-	-	-
Union Gas & Electric Co.	3,621	3,642	-0.6	19,176	19,086	0.5	27	26	3.8	18.88	19.08	1.16
Western United Gas & Elec.Co.(1)	3,735	2,064	81.0	41,786	20,555	103.3	21	18	16.7	8.94	10.04	9.08

(1) End of year billings for excess over franchise requirements.

ILLINOIS GAS UTILITIES
TOTAL SALES TO ULTIMATE CONSUMERS*

	REVENUE			THERMS			AVERAGE NUMBER OF CUSTOMERS			REVENUE PER TERM		% TOTAL OPERATING REVENUE
	% Change			% Change			% Change			TERM		
	1939	1938		1939	1938		1939	1938		1939	1938	
TOTAL 12 COMPANIES(1)	\$60,845,766	\$58,283,999	4.4%	775,149,128	699,775,897	10.8%	1,365,699	1,359,573	0.5%	7.85¢	8.33¢	93.70%
TOTAL 12 COMPANIES, excl. of Peoples Gas Lt. & Coke Co.	25,179,877	23,769,639	5.9	302,009,462	261,867,077	15.3	533,339	522,373	2.1	8.34	9.08	97.35
Cent. Ill. Elec. & Gas Co.	1,245,834	1,213,259	2.7	7,857,309	7,228,266	8.7	32,556	31,939	1.9	15.86	16.78	99.12
Central Illinois Light Co.	2,782,152	2,597,278	7.1	48,032,657	42,731,404	12.4	50,418	49,026	2.8	5.79	6.08	98.96
Cent. Ill. Pub. Ser. Co.	893,251	854,113	4.6	7,375,763	6,677,186	10.5	23,632	22,935	3.0	12.11	12.79	98.88
Illinois Iowa Power Co.	2,986,981	2,908,990	2.7	19,847,817	17,862,662	11.1	90,165	88,401	2.0	15.05	16.29	97.41
Ill. Northern Utilities Co.	507,087	496,176	2.2	2,117,887	2,028,110	4.4	15,495	15,209	1.9	23.94	24.46	99.29
North Shore Gas Co.	1,437,292	1,405,579	2.3	8,558,427	8,086,859	5.8	26,279	25,916	1.4	16.79	17.38	98.42
Peoples Gas Lt. & Coke Co.(1)	35,665,889	34,514,360	3.3	473,139,666	437,908,820	8.0	832,345	837,200	-0.6	7.54	7.88	91.28
Peoples Power Company	1,008,560	912,750	10.5	13,214,155	11,484,409	15.1	21,103	20,539	2.7	7.63	7.95	99.22
Pub. Ser. Co. of No. Ill.	9,287,453	8,546,201	8.7	145,049,830	119,685,792	21.2	161,378	157,797	2.3	6.40	7.14	95.35
Union Electric Co. of Ill.	141,631	146,051	-3.0	556,450	572,417	-2.8	5,001	5,031	-0.6	25.45	25.51	98.31
Union Gas & Electric Co.	303,641	304,604	-0.3	1,474,774	1,467,618	0.5	9,506	9,383	1.3	20.59	20.75	97.32
Western United Gas & Elec.Co.	4,585,995	4,384,638	4.6	47,924,393	44,042,354	8.8	97,821	96,197	1.7	9.57	9.96	98.80
* See footnotes on supporting tables, preceding.												
(1) Exclusive of \$2,667,371 and \$3,158,750, representing the effect of the increase in rates for the years 1938 and 1939, respectively, for The Peoples Gas Lt. & Coke Company these items are:												
Total 12 Companies	\$57,687,016	\$55,616,628	3.7%	775,149,128	699,775,915	10.8%	1,365,699	1,359,573	0.5%	7.44¢	7.95¢	93.38%
Peoples Gas Lt. & Coke Co.	32,507,139	31,846,989	2.1	473,139,666	437,908,820	8.0	832,345	837,200	-0.6	6.87	7.27	90.51

* See footnotes on supporting tables, preceding.

(1) Exclusive of \$2,667,371 and \$3,158,750, representing the effect of the increase in rates for the years 1936 and 1939, respectively, for The Peoples Gas Lt. & Coke Company these items are:

Total 12 Companies	\$57,687,016	\$55,616,628	3.7%	775,149,128	699,775,915	10.8%	1,365,699	1,359,573	0.5%	7.44¢	7.95¢	93.38%
Peoples Gas Lt. & Coke Co.	32,507,139	31,846,989	2.1	473,139,666	437,908,820	8.0	832,345	837,200	-0.6	6.87	7.27	90.51

Table XI

ILLINOIS GAS UTILITIES
SALES TO OTHER GAS UTILITIES

	REVENUE			THERMS			AVERAGE NUMBER OF CUSTOMERS			REVENUE PER THERM		% TOTAL OPERATING REVENUE
	1938			1939			1938			1939		
	1939	1938	% Change	1939	1938	% Change	1939	1938	% Change	1939	1938	
TOTAL 12 COMPANIES	\$3,000,903	\$3,010,599	-0.3%	63,341,068	58,844,265	7.6%	5	4	25.0%	4.74¢	5.12¢	4.62%
TOTAL 12 COMPANIES, excl. of Peoples Gas Lt. & Coke Co.	92,706	86,486	4.8	2,217,120	1,992,129	11.3	4	3	33.3	4.18	4.44	0.36
Cent. Ill. Elec. & Gas Co.	-	-	-	-	-	-	-	-	-	-	-	-
Central Illinois Light Co.	-	-	-	-	-	-	-	-	-	-	-	-
Cent. Ill. Pub. Ser. Co.(1)	-	108	-	-	1,549	-	-	-	-	-	-	-
Illinois Iowa Power Co.	49,179	51,868	-5.2	661,569	697,740	-5.2	1	1	0.0	7.43	7.43	1.60
Ill. Northern Utilities Co.	-	-	-	-	-	-	-	-	-	-	-	-
North Shore Gas Company	-	-	-	-	-	-	-	-	-	-	-	-
Peoples Gas Lt. & Coke Co.	2,908,197	2,922,113	-0.5	61,123,948	56,852,136	7.5	1	1	0.0	4.76	5.14	7.44
Peoples Power Company	-	-	-	-	-	-	-	-	-	-	-	-
Pub. Ser. Co. of No. Ill.	40,986	36,510	12.3	1,516,259	1,292,840	17.3	2	2	0.0	2.70	2.82	0.42
Union Electric Co. of Ill.	-	-	-	-	-	-	-	-	-	-	-	-
Union Gas & Electric Co.	-	-	-	-	-	-	-	-	-	-	-	-
Western United Gas & Elec. Co.	2,541	-	-	39,292	-	-	1	-	-	6.47	-	0.05

(1) Service was discontinued to this one customer as of January 31, 1938.

Table XII
ILLINOIS GAS UTILITIES
INTERDEPARTMENTAL SALES

	REVENUE		THERMS		AVERAGE NUMBER OF CUSTOMERS		REVENUE PER THERM		% TOTAL OPERATING REVENUE
	1939	1938	% Change	1939	1938	% Change	1939	1938	
TOTAL 12 COMPANIES	\$7,677	\$7,466	2.8%	159,505	142,885	11.6%	4.81¢	5.23¢	0.01%
TOTAL 12 COMPANIES, excl. of Peoples Gas Lt. & Coke Co.	7,677	7,466	2.8	159,505	142,885	11.6	4.81	5.23	0.03
Cent. Ill. Elec. & Gas Co.	3,335	3,228	3.3	51,109	48,721	4.9	6.53	6.63	0.12
Central Illinois Light Co.	-	-	-	-	-	-	-	-	-
Cent. Ill. Pub. Ser. Co.	4,342	4,238	2.5	108,396	94,164	15.1	4.01	4.50	0.14
Illinois Iowa Power Co.	-	-	-	-	-	-	-	-	-
Ill. Northern Utilities Co.	-	-	-	-	-	-	-	-	-
North Shore Gas Company	-	-	-	-	-	-	-	-	-
Peoples Gas Lt. & Coke Co.	-	-	-	-	-	-	-	-	-
Peoples Power Company	-	-	-	-	-	-	-	-	-
Pub. Ser. Co. of No. Ill.	-	-	-	-	-	-	-	-	-
Union Electric Co. of Ill.	-	-	-	-	-	-	-	-	-
Union Gas & Electric Co.	-	-	-	-	-	-	-	-	-
Western United Gas & Elec. Co.	-	-	-	-	-	-	-	-	-

Table XIII
ILLINOIS GAS UTILITIES
TOTAL GAS SALES*

	REVENUE				THERMS			AVERAGE NUMBER OF CUSTOMERS			REVENUE PER THERM		% TOTAL OPERATING REVENUE		
	1938				1939			1938			1939				
	1939	1938	% Change		1939	1938	% Change	1939	1938	% Change	1939	1938			
TOTAL 12 COMPANIES	\$63,854,346	\$61,302,064	4.2%	:	838,649,701	758,763,047	10.5%	:	1,365,704	1,359,577	0.5%	:	7.61%	8.08%	: 98.33%
TOTAL 12 COMPANIES, excl. of Peoples Gas Lt. & Coke Co.	25,280,260	23,865,591	5.9	:	304,386,087	264,002,091	15.3	:	533,343	522,376	2.1	:	8.31	9.04	: 97.74
Cent. Ill. Elec. & Gas Co.	1,245,834	1,213,259	2.7	:	7,857,309	7,228,266	8.7	:	32,556	31,939	1.9	:	15.86	16.78	: 99.12
Central Illinois Light Co.	2,785,487	2,600,506	7.1	:	48,085,766	42,780,125	12.4	:	50,418	49,026	2.8	:	5.79	6.08	: 99.08
Cent. Ill. Pub. Ser. Co.	893,251	854,221	4.6	:	7,375,763	6,678,735	10.4	:	23,632	22,935	3.0	:	12.11	12.79	: 99.88
Illinois Iowa Power Co.	3,040,502	2,965,096	2.5	:	20,617,782	18,654,566	10.5	:	90,166	88,402	2.0	:	14.75	15.89	: 99.15
Ill. Northern Utilities Co.	507,087	496,176	2.2	:	2,117,887	2,028,110	4.4	:	15,495	15,209	1.9	:	23.94	24.46	: 99.29
North Shore Gas Company	1,437,292	1,405,579	2.3	:	8,558,427	8,086,859	5.8	:	26,279	25,916	1.4	:	16.79	17.38	: 98.42
Peoples Gas Lt. & Coke Co.	38,574,086	37,436,473	3.0	:	534,263,614	494,760,956	8.0	:	832,346	837,201	-0.6	:	7.22	7.57	: 98.72
Peoples Power Company	1,008,560	912,750	10.5	:	13,214,155	11,484,409	15.1	:	21,103	20,539	2.7	:	7.63	7.95	: 99.22
Pub. Ser. Co. of No. Ill.	9,328,439	8,582,711	8.7	:	146,566,089	120,978,632	21.2	:	161,380	157,799	2.3	:	6.36	7.09	: 95.77
Union Electric Co. of Ill.	141,631	146,051	-3.0	:	556,450	572,417	-2.8	:	5,001	5,031	-0.6	:	25.45	25.51	: 98.31
Union Gas & Electric Co.	303,641	304,604	-0.3	:	1,474,774	1,467,618	0.5	:	9,506	9,383	1.3	:	20.59	20.75	: 97.32
Western United Gas & Elec. Co.	4,588,536	4,384,638	4.7	:	47,963,685	44,042,354	8.9	:	97,822	96,197	1.7	:	9.57	9.96	: 98.85

* See footnotes on supporting tables, preceding.

Table XIV
ILLINOIS GAS UTILITIES
OTHER GAS REVENUES

	REVENUE			% TOTAL OPERATING REVENUE
	1939	1938	% Change	1939
TOTAL 12 COMPANIES	\$1,084,111	\$1,199,645	-9.6%(1)	1.67%
TOTAL 12 COMPANIES, excl. of Peoples Gas Lt. & Coke Co.	583,760	659,911	-11.5 (1)	2.26
Cent. Ill. Elec. & Gas Co.	11,020	11,771	-6.4	0.68
Central Illinois Light Co.	25,781	26,616	-3.1	0.92
Cent. Ill. Pub. Ser. Co.	10,087	6,379	(2)	1.12
Illinois Iowa Power Co.	25,923	32,320	-19.8	0.85
Ill. Northern Utilities Co.	3,608	3,676	-1.9	0.71
North Shore Gas Company	23,135	24,755	-6.5	1.58
Peoples Gas Lt. & Coke Co.	500,351	539,734	-7.3	1.28
Peoples Power Company	7,910	7,523	5.1	0.78
Pub. Ser. Co. of No. Ill.	412,280	478,732	-13.9	4.23
Union Electric Co. of Ill.	2,434	2,308	5.5	1.69
Union Gas & Electric Co.	8,371	8,446	-0.9	2.68
Western United Gas & Elec. Co.	53,211	57,385	-7.3	1.15

(1) Subject to the qualification in footnote (2).

(2) Not comparable due to a change in accounting methods in 1939.

Table XV
ILLINOIS GAS UTILITIES
TOTAL GAS OPERATING REVENUE*

	REVENUE		
	<u>1939</u>	<u>1938</u>	<u>% Change</u>
TOTAL 12 COMPANIES	\$64,938,457	\$62,501,709	3.9%
TOTAL 12 COMPANIES, excl. of Peoples Gas Lt. & Coke Co.	25,864,020	24,525,502	5.5
Cent. Ill. Elec. & Gas Co.	1,256,854	1,225,030	2.6
Central Illinois Light Co.	2,811,268	2,627,122	7.0
Cent. Ill. Pub. Ser. Co.	903,338	860,600	5.0
Illinois Iowa Power Co.	3,066,425	2,997,416	2.3
Ill. Northern Utilities Co.	510,695	499,852	2.2
North Shore Gas Company	1,460,427	1,430,334	2.1
Peoples Gas Light & Coke Co.	39,074,437	37,976,207	2.9
Peoples Power Company	1,016,470	920,273	10.5
Pub. Ser. Co. of No. Ill.	9,740,719	9,061,443	7.5
Union Electric Co. of Ill.	144,065	148,359	-2.9
Union Gas & Electric Co.	312,012	313,050	-0.3
Western United Gas & Elec. Co.	4,641,747	4,442,023	4.5

* See footnotes on supporting tables preceding.

Table XVI

ILLINOIS GAS UTILITIES
SUMMARY OF GAS SALES BY CLASS OF SERVICE

	1933	1934	1935	1936	1937	1938	1939	% Change 1939 over 1933
				R E V E N U E (1) (Thousands)				
Total Sales to Ultimate Consumers	\$17,759	\$50,836	\$53,640	\$56,759	\$57,682	\$58,284	\$60,846	27.4%
Total Sales to Ult. Cons. Excl. of Interrupt. Sales (2)	17,092	48,318	50,218	51,718	51,456	53,179	54,593	15.9
Residential Sales	38,035	38,683	39,790	40,168	39,696	41,926	42,763	12.4
Industrial Interruptible Sales (2)	667	2,518	3,422	5,041	6,226	5,105	6,253	637.5
All Other Sales to Ultimate Consumers	9,057	9,635	10,428	11,550	11,760	11,253	11,830	30.6
				T H E R M S (Millions)				
Total Sales to Ultimate Consumers	325.9	498.3	538.8	717.2	770.3	699.8	775.1	137.8
Total Sales to Ult. Cons. Excl. of Interrupt. Sales (2)	261.0	317.7	354.1	384.9	386.8	376.4	391.7	39.4
Residential Sales	206.9	229.4	247.1	255.4	256.8	251.6	259.4	25.4
Industrial Interruptible Sales (2)	44.9	180.6	234.7	332.3	383.5	323.4	383.4	753.9
All Other Sales to Ultimate Consumers	74.1	88.3	107.0	129.5	130.0	124.8	132.3	78.5
				AVERAGE NUMBER OF CUSTOMERS				
Total Sales to Ultimate Consumers	1,253,061	1,279,385	1,293,591	1,314,234	1,350,396	1,359,573	1,365,699	9.0
Total Sales to Ult. Cons. Excl. of Interrupt. Sales (2)	1,253,054	1,279,368	1,293,559	1,314,188	1,350,315	1,359,445	1,365,561	9.0
Residential Sales	1,180,166	1,201,904	1,214,644	1,235,295	1,272,633	1,283,144	1,289,698	9.3
Industrial Interruptible Sales (2)	7	17	32	46	81	128	138	1971.4
All Other Sales to Ultimate Consumers	72,888	77,464	78,915	78,893	77,682	76,301	75,863	4.1
				AVERAGE REVENUE PER THERM				
Total Sales to Ultimate Consumers	14.7¢	10.2¢	9.1¢	7.9¢	7.5¢	8.3¢	7.9¢	-46.3
Total Sales to Ult. Cons. Excl. of Interrupt. Sales (2)	16.8	15.2	14.2	13.4	13.3	14.1	13.9	-17.3
Residential Sales	18.4	16.9	16.1	15.7	15.5	16.7	16.5	-10.3
Industrial Interruptible Sales (2)	1.5	1.4	1.5	1.5	1.6	1.6	1.6	6.7
All Other Sales to Ultimate Consumers	12.2	10.9	9.7	8.9	9.0	9.0	8.9	-27.0

(1) Includes forfeited discounts in all years prior to 1937.

(2) Except that a nominal amount of interruptible sales was not reported separately prior to 1938.

Table XVII

ILLINOIS GAS UTILITIES
SUMMARY OF GAS SALES BY CLASS OF SERVICE, EXCLUSIVE OF THE PEOPLES GAS LIGHT & COKE COMPANY
1933-1939

	1933	1934	1935	1936 R E V E N U E (1)		1937	1938	1939	% Change 1939 over 1933
				(Thousands)					
Total Sales to Ultimate Consumers	\$19,816	\$20,903	\$22,290	\$23,396	\$24,353		\$23,770	\$25,180	27.1%
Total Sales to Ult. Cons. Excl. of Interrupt. Sales (2)	19,541	30,063	21,107	21,804	21,788		21,507	22,368	14.5
Residential Sales	16,899	17,271	17,998	18,282	18,281		18,145	18,657	10.4
Industrial Interruptible Sales (2)	275	840	1,183	1,592	2,565		2,263	2,812	922.5
All Other Sales to Ultimate Consumers	2,642	2,792	3,109	3,522	3,507		3,362	3,711	40.5
T H E R M S									
				(Millions)					
Total Sales to Ultimate Consumers	119.6	170.0	210.6	246.4	282.3		261.9	302.0	152.5
Total Sales to Ult. Cons. Excl. of Interrupt. Sales (2)	104.9	122.6	141.4	154.2	150.2		147.7	161.7	54.1
Residential Sales	83.6	96.6	108.4	115.0	116.8		114.1	121.0	44.7
Industrial Interruptible Sales (2)	14.7	47.4	69.2	92.2	132.1		114.2	140.3	854.4
All Other Sales to Ultimate Consumers	21.3	26.0	33.0	39.2	33.4		33.6	40.7	91.1
AVERAGE NUMBER OF CUSTOMERS									
Total Sales to Ultimate Consumers	476,119	484,106	489,228	502,416	511,862		522,373	533,339	12.0
Total Sales to Ult. Cons. Excl. of Interrupt. Sales (2)	476,113	484,093	489,202	502,380	511,791		522,255	533,211	12.0
Residential Sales	454,109	462,601	467,174	479,053	489,352		496,080	506,439	11.5
Industrial Interruptible Sales (2)	6	13	26	36	71		118	128	2033.3
All Other Sales to Ultimate Consumers	22,004	21,492	22,028	23,327	25,439		26,175	26,772	21.7
AVERAGE REVENUE PER THERM									
Total Sales to Ultimate Consumers	16.6¢	12.3¢	10.6¢	9.5¢	8.6¢		9.1¢	8.3¢	-50.0
Total Sales to Ult. Cons. Excl. of Interrupt. Sales (2)	18.6	16.4	14.9	14.1	14.5		14.6	13.8	-25.8
Residential Sales	20.2	17.9	16.6	15.9	15.7		15.9	15.4	-23.6
Industrial Interruptible Sales (2)	1.9	1.8	1.7	1.7	1.9		2.0	2.0	5.3
All Other Sales to Ultimate Consumers	12.4	10.7	9.4	9.0	10.5		10.0	9.1	-26.6

(1) Includes forfeited discounts in all years prior to 1937.

(2) Except that a nominal amount of interruptible sales was not reported separately prior to 1938.

Table XVIII

ILLINOIS GAS UTILITIES
SUMMARY OF GAS SALES BY CLASS OF SERVICE FOR THE PEOPLES GAS LIGHT & COKE COMPANY
1933-1939

	1933	1934	1935	1936	1937	1938	1939	% Change 1939 over 1933
				R E V E N U E (1)				
				(Thousands)				
Total Sales to Ultimate Consumers	\$27,943	\$29,933	\$31,350	\$33,363	\$33,329	\$34,514	\$35,666	27.6%
Total Sales to Ult. Cons. Excl. of Industrial Interrupt. Sales	27,551	28,255	29,111	29,914	29,669	31,672	32,226	17.0
Residential Sales	21,136	21,412	21,792	21,886	21,414	23,781	24,106	14.1
Industrial Interruptible Sales	392	1,678	2,239	3,449	3,660	2,842	3,440	777.6
All Other Sales to Ultimate Consumers	6,415	6,843	7,319	8,028	8,255	7,891	8,120	26.6
				T H E R M S				
				(Millions)				
Total Sales to Ultimate Consumers	206.3	328.3	376.2	470.8	488.1	437.9	473.1	129.3
Total Sales to Ult. Cons. Excl. of Industrial Interrupt. Sales.	176.1	195.1	212.7	230.7	236.7	228.7	230.1	30.7
Residential Sales	123.3	132.8	138.7	140.4	139.9	137.5	138.5	12.3
Industrial Interruptible Sales	30.2	133.2	165.5	240.1	251.4	209.2	243.0	710.0
All Other Sales to Ultimate Consumers	52.8	62.3	74.0	90.3	96.8	91.2	91.6	73.5
			AVERAGE NUMBER OF CUSTOMERS					
Total Sales to Ultimate Consumers	776,942	795,279	804,363	811,818	835,534	837,200	832,345	7.1
Total Sales to Ult. Cons. Excl. of Industrial Interrupt. Sales	776,941	795,275	804,357	811,808	835,524	837,190	832,335	7.1
Residential Sales	726,057	739,303	747,470	756,242	783,281	787,064	783,259	7.9
Industrial Interruptible Sales	1	4	6	10	10	10	10	900.0
All Other Sales to Ultimate Consumers	50,884	55,972	56,887	55,566	52,243	50,126	49,076	-3.6
			AVERAGE REVENUE PER THERM					
Total Sales to Ultimate Consumers	13.5¢	9.1¢	8.3¢	7.1¢	6.8¢	7.9¢	7.5¢	-44.4
Total Sales to Ult. Cons. Excl. of Industrial Interrupt. Sales	15.6	14.5	13.7	13.0	12.5	13.8	14.0	-10.3
Residential Sales	17.1	16.1	15.7	15.6	15.3	17.3	17.4	1.8
Industrial Interruptible Sales	1.3	1.3	1.4	1.4	1.5	1.4	1.4	7.7
All Other Sales to Ultimate Consumers	12.1	11.0	9.9	8.9	8.5	8.7	8.9	26.4

(1) From 1933 to 1936 forfeited discounts are included in the revenue figures.

APPENDIX

PERCENTAGE RELATIONSHIP OF THE VARIOUS
CLASSES OF CONSUMER SALES TO
TOTAL SALES TO ULTIMATE CONSUMERS

APPENDIX

PERCENTAGE RELATIONSHIP OF THE VARIOUS CLASSES OF CONSUMER SALES TO TOTAL SALES TO ULTIMATE CONSUMERS

In Tables I to XV, inclusive, and throughout the text of this study, the relative importance of revenue from each class of sales in 1939 has been expressed as a percentage of Total Gas Operating Revenues. Inasmuch as the latter total includes revenue from sales to other gas utilities and miscellaneous operating revenues, ratios so computed do not reflect accurately the relative importance of a given class of consumer sales to Total Sales to Ultimate Consumers.

In order to overcome the deficiency of Total Gas Operating Revenue as a common denominator for the measurement of consumer sales, this appendix presents computations of the percentage relationship of each class of consumer sales to Total Sales to Ultimate Consumers. The ratios are computed for both revenue and therms.

Reference to the tabulation forming a part of this appendix reveals that for the twelve utilities residential service accounted for 70% of the revenue, but required only 33½% of the total therms sold to ultimate consumers. Residential service, exclusive of space-heating, contributed 58% of the revenue, but require only 22% of the therms. Residential space-heating service accounted for approximately 12½% of the revenue and 11½% of the therms.

The total of all commercial and industrial sales made up about 30% of the revenue but required a little more than 66% of the therms. The commercial sales included in this total comprised about 12% and 9% respectively of revenue and therms. Something less than 2% of revenue and therms was contributed by the Space-heating Sales included in the Commercial category. Total Industrial Sales produced slightly more than 17% of the revenue but represented nearly 58% of the therms sold. When the industrial service is broken down into Non-Interruptible and Interruptible classifications, we find the former produced 7% of the revenue

and slightly more than 8% of the therms while the Interruptible classification represents 49.5% of all therms sold and contributing a little more than 10% of the revenue.

The detailed computations for the individual companies reveal considerable variation among the companies with regard to the relative importance of given classes of consumer sales. For example, total Residential Sales vary from a high of 89% for one company to a low of 55% for another. Similar wide variation is found for Residential Space-Heating Service within the Residential Service classification. Finally, those companies operating in industrial areas report a much higher portion of commercial and industrial sales than do those companies operating in smaller communities or territories primarily residential in character. As in 1938 one exception is noted in the case of Union Electric Company of Illinois. Although this company serves an industrial community (Alton), it has a comparatively low proportion of industrial business. A little more than 1% of its revenue in 1939 came from industrial service and slightly more than 18% came from both commercial and industrial services.

APPENDIX
PERCENTAGE RELATIONSHIP OF REVENUE AND TERMS IN EACH CLASS OF CONSUMER SALES
TO TOTAL SALES TO ULTIMATE CONSUMERS

	Total, 12 Companies		Total, 12 Companies Excl. of Peoples Gas Light & Coke Company		Central Illinois Elec. & Gas Co.		Central Illinois Light Co.		Central Illinois Public Service Co.	
	Revenue	Terms	Revenue	Terms	Revenue	Terms	Revenue	Terms	Revenue	Terms
Total Sales to Ultimate Consumers	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%
Total Residential Sales	70.28	33.47	74.09	40.06	75.58	58.19	64.94	31.94	76.99	58.59
Residential Excl. of Space-Heating	57.91	22.00	55.79	21.86	68.62	40.76	44.30	14.35	60.34	30.92
Residential Space-Heating	12.37	11.47	18.30	18.20	6.96	11.43	20.64	17.59	16.64	27.67
Total Commercial & Industrial Sales	29.61	66.43	25.82	59.87	23.98	41.29	35.06	68.06	23.01	41.41
Total Commercial Sales	12.30	8.66	9.76	5.81	10.81	11.25	10.58	5.35	18.80	24.24
Commercial Excl. of Space-Heating	10.53	6.94	8.33	4.30	9.33	8.69	8.68	3.62	14.58	16.91
Commercial Space-Heating	1.77	1.72	1.43	1.51	1.48	2.36	1.90	1.73	4.22	7.33
Total Industrial	17.31	57.77	16.06	54.06	13.17	30.04	24.48	62.71	4.21	17.17
Non-Interruptible Industrial	7.04	8.31	4.89	7.58	12.29	25.07	3.27	3.05	0.63	1.48
Interruptible Industrial	10.27	49.46	11.17	46.48	0.88	4.97	21.21	59.66	3.58	15.69
Public Street and Highway Lighting	0.05	0.06	0.02	0.01	-	-	-	-	-	-
Other Sales to Public Authorities	0.06	0.04	0.07	0.06	0.44	0.52	-	-	-	-

APPENDIX
PERCENTAGE RELATIONSHIP OF REVENUE AND TERMS IN EACH CLASS OF CONSUMER SALES
TO TOTAL SALES TO ULTIMATE CONSUMERS

	Illinois Iowa		Illinois Northern		North Shore		Peoples Gas, Light		Peoples Power	
	Revenue	Terms	Revenue	Terms	Revenue	Terms	Revenue	Terms	Revenue	Terms
Total Sales to Ultimate Consumers	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%
Total Residential Sales	78.04	59.42	79.96	73.06	88.74	85.95	67.59	29.26	54.67	25.36
Residential Excl. of Space-Heating	71.08	46.56	79.61	72.37	69.80	53.59	59.40	22.10	47.03	18.88
Residential Space-Heating	6.96	12.86	0.35	0.69	18.94	32.36	8.19	7.16	7.64	6.48
Total Commercial & Industrial Sales	21.96	40.58	20.04	26.94	11.10	13.89	32.29	70.61	45.33	74.64
Total Commercial Sales	14.01	11.89	11.55	13.39	7.38	7.90	14.09	10.48	11.67	5.92
Commercial Excl. of Space-Heating	12.63	9.49	11.55	13.39	6.95	7.26	12.08	8.62	10.97	5.36
Commercial Space-Heating	1.38	2.40	-	-	0.43	0.64	2.01	1.86	0.70	0.56
Total Industrial	7.95	28.69	8.49	13.55	3.72	5.99	18.20	60.13	33.66	68.72
Non-Interruptible Industrial	2.00	2.04	8.49	13.55	3.72	5.99	8.55	8.77	20.45	26.20
Interruptible Industrial	5.95	26.65	-	-	-	-	9.65	51.36	13.21	42.52
Public Street & Highway Lighting	-	-	-	-	0.16	0.16	0.07	0.09	-	-
Other Sales to Public Authorities	-	-	-	-	-	-	0.05	0.04	-	-

APPENDIX
PERCENTAGE RELATIONSHIP OF REVENUE AND TERMS IN EACH CLASS OF CONSUMER SALES
TO TOTAL SALES TO ULTIMATE CONSUMERS

	Public Service Co. of Northern Ill.		Union Electric Co. of Illinois		Union Gas and Electric Co.		Western United Gas & Electric Co.	
	Revenue	Terms	Revenue	Terms	Revenue	Terms	Revenue	Terms
Total Sales to Ultimate Consumers	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%
Total Residential Sales	69.67	32.41	81.49	77.98	80.52	78.57	83.46	50.30
Residential Excl. of Space-Heating	44.89	14.03	81.49	77.98	78.14	73.91	63.13	28.01
Residential Space-Heating	24.78	18.38	-	-	2.38	4.66	20.33	22.29
Total Commercial & Industrial Sales	30.26	67.54	18.51	22.02	18.28	20.13	16.46	49.61
Total Commercial Sales	8.61	3.97	17.12	20.00	13.52	14.23	6.53	4.42
Commercial Excl. of Space-Heating	7.16	2.81	17.12	20.00	12.54	12.57	5.15	3.01
Commercial Space-Heating	1.45	1.16	-	-	0.98	1.66	1.28	1.41
Total Industrial	21.65	63.57	1.39	2.02	4.76	5.90	10.03	45.19
Non-Interruptible Industrial	3.26	3.43	1.39	2.02	4.76	5.90	6.53	20.06
Interruptible Industrial	18.39	60.14	-	-	-	-	3.50	25.11
Public Street & Highway Lighting	0.02	0.01	-	-	-	-	-	-
Other Sales to Public Authorities	0.05	0.04	-	-	1.20	1.30	0.08	0.09



Dwight H. Green, Governor

ILLINOIS ELECTRIC UTILITIES
A Comparative Study of 1940 Sales

Research Bulletin #32

John D. Biggs, Chairman

Charles E. Byrne

James D. Marnane

William W. Hart

Robert M. Harper, Commissioners

Joseph E. Knight, Secretary

ILLINOIS COMMERCE COMMISSION
RATES AND RESEARCH SECTION

ILLINOIS ELECTRIC UTILITIES

A Comparative Study of 1940 Sales

As Reported by the Eleven Largest
Electric Utilities Whose Sales to Ultimate
Consumers Account for Approximately 99% of the
Total for the State

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ILLINOIS COMMERCE COMMISSION
Rates and Research Section
Springfield, Illinois

April 14, 1941

Hon. John D. Biggs, Chairman
Illinois Commerce Commission
Springfield, Illinois.

Dear Sir:

I transmit herewith Research Bulletin #32
entitled "Illinois Electric Utilities, A Comparative
Study of 1940 Sales."

This study, which has been prepared with
the collaboration of Mr. Neil C. Albin, Senior Stat-
istician of the Research Staff, continues the series
of annual analyses of electric sales reported by the
principal electric utilities subject to the jurisdic-
tion of the Illinois Commerce Commission, all as more
fully set forth in Appendix B of this bulletin.

The statistical tables, which form the basic
part of this study, constitute a permanent reference
in regard to comparative sales by the companies during
1939 and 1940. The principal facts revealed by the
tables are discussed briefly in the textual portion
of the report, beginning at page 2. A supplementary
analysis of sales to ultimate consumers is presented
and explained in Appendix A.

Yours very truly,

E. D. Ostrander

E. D. Ostrander, Supervisor
RATES AND RESEARCH SECTION

ILLINOIS ELECTRIC UTILITIES
COMPARATIVE SALES, 1939-1940.

Tables I to XIV, inclusive, present a detailed statistical comparison and analysis of 1939 and 1940 sales of the eleven principal electric utilities operating under the jurisdiction of the Illinois Commerce Commission. The main points of interest reflected by the tabular data are summarized in the text which follows. The reader is referred to Appendix B, beginning at page 33, for a statement of the scope of the study, sources of information and other considerations pertinent to this bulletin.

TOTAL ELECTRIC OPERATING REVENUE, TABLE XIV,

page 26. The aggregate revenue of the eleven companies from electric operations exceeded \$198,300,000 in 1940, a rise of 6.8% over the total of \$185,800,000 for 1939. This percentage of increase is slightly less than the 7.5% gain made in 1939 over 1938, a year of reduced industrial activity. The 1939-1940 increase for the eleven companies considered individually ranged from 4.9% to 11.7%. Six of the eleven companies gained 9.2% or more while the remaining five companies had increases of 6.8% or less. In individual cases, the rate of gain is affected by such circumstances as rate reductions and the relative importance of (1) industrial loads and (2) sales to other utilities. These factors are mentioned in more detail below in connection with the review of other accounts.

OTHER ELECTRIC OPERATING REVENUES, TABLE XIII,

page 25, constituted less than 2%, in the aggregate, of total electric operating revenue. This account includes revenue from such sources as forfeited discounts, rent from electric property and sales of water and water power.

TOTAL SALES OF ELECTRIC ENERGY, TABLE XII,

page 24, include sales to consumers, sales to others for resale and interdepartmental sales. The behavior of this account is, of course, substantially the same as the results already noted for total electric operating revenue.

INTERDEPARTMENTAL SALES, TABLE XI,

page 23, were reported by only three of the eleven companies and in all cases were a very small proportion of total revenue.

SALES TO OTHER ELECTRIC UTILITIES,* TABLE X,

page 22, were reported in 1940 by nine of the companies under consideration. The aggregate revenue reported by these nine units from such sales accounted for nearly one tenth (9.6%) of the total electric operating revenue of all eleven companies. However, the importance of this class of business to the total of all classes varies very widely among the companies. Union Electric Company of Illinois obtained 63.80% of its total electric operating revenue from sales to other utilities. This company sells substantial amounts of energy to its affiliate, Union Electric Company of Missouri. The sales of Public Service Company of Northern Illinois to other electric utilities amounted to 10.79% of its total electric operating revenue. No other company reported more than 6.46% of its revenue from this class of business.

Reference to Table X reveals that most of the companies reported marked increases in 1940 in the amount of sales, especially in kilowatt-hours, for resale. In the aggregate, revenue was up 10.0% and kilowatt-hours rose 20.5%. Furthermore, the average number of customers to whom such sales were made rose

* Includes sales to privately owned utilities, municipally owned distribution systems and cooperatives.

from 63 to 83. However, none of the three companies accounting for the bulk of the wholesale sales reported an increase in customers. In other words, the additional customers were small ones and were, for the most part, rural cooperatives that came on the lines in 1940. The three companies accounting for the major part of these sales had increases of 14.5%, 23.2% and 24.1% in the number of kilowatt-hours sold for resale.

Average revenue per kilowatt-hour sold to other electric utilities was 0.47¢ in 1940, a decline of about 8% from the 1939 average of 0.51¢. In 1940 this unit average varied from 0.41¢ to 1.15¢ among the individual companies.

TOTAL SALES TO ULTIMATE CONSUMERS, TABLE IX,

page 21. The eleven companies reported for 1940 aggregate revenue of \$175,400,000 from the sale of 8,128,600,000 kilowatt-hours to an average of 1,956,000 customers. These results represent gains of 6.6% in revenue, 9.7% in kilowatt-hours and 2.3% in customers when compared with 1939. Exclusive of Commonwealth Edison Company, which accounted for about 47% of the total revenue of all eleven companies in 1940, the increases were 8.0% for revenue, 12.8% for kilowatt-hours and 3.9% for customers.

Increases in ultimate consumer revenue ranged from 3.4% for Central Illinois Light Company to 15.7% for Union Electric Company of Illinois. The latter company benefited from rising industrial operations in the East St. Louis area whereas the former lost one industrial customer of sufficient size to produce a net decrease in its entire industrial sales account in 1940. In the residential account, however, Central Illinois Light Company had a greater increase than Union Electric Company of Illinois.

Kilowatt-hour sales to ultimate consumers ranged from 2.3% to 27.1%, the same companies again being at the extremes. The fact that Central Illinois Light Company lost industrial

business is indicated by the smaller gain (2.3%) in kilowatt-hours than in revenue (3.4%) contrary to the results of all the other companies, which display the usual trend of a more rapid rise in physical sales than in revenue.

Average revenue per kilowatt-hour sold to ultimate consumers was 2.16¢ in 1940 as compared with 2.22¢ the preceding year. For the eleven companies, average revenue per kilowatt-hour in 1940 ranged from 1.20¢ to 3.39¢, a spread of 183%. However, the average was 2.61¢ or less for all but two companies. This marked variation results from differences in (1) rate levels (2) use per customer and (3) the relative weightings of the various classes of sales in each company's total.

RESIDENTIAL SALES, TABLE II, pages 12 and 13. The residential sales of the ten companies reporting this class of business increased 5.0% in 1940 to a total of \$59,369,000. Kilowatt-hour sales of 1,499,900,000 represented a rise of 7.7% and the average number of customers was up 2.0% to a total of 1,640,400. The 1940 rise in residential sales was thus greater than the increase of 1939 over 1938 when revenue, kilowatt-hours and customers were up 3.1%, 6.3% and 1.7%, respectively. The greater difference in the rate of change in the case of revenue is traceable largely to a considerably greater volume of residential rate cuts in 1939 than in 1940.

For the companies other than Commonwealth Edison Company, residential sales rose by larger percentages, namely, 6.8% for revenue, 11.3% for kilowatt-hours, and 3.5% for customers.

Revenue gains ranged from 3.2% for Commonwealth Edison Company to 10.1% for Illinois Northern Utilities Company and exceeded 5% for all but Edison. The rise in kilowatt-hours varied from 4.6% for Edison to 13.4% for Illinois Northern, with all except Edison showing gains of 9.5% or better.

Average revenue per kilowatt-hour of residential sales fell below four cents for the first time in 1940 when it reached 3.96¢ as against 4.06¢ in 1939. Exclusive of Commonwealth Edison Company, the overall averages were 4.14¢ and 4.32¢, respectively, for 1940 and 1939. In 1940, this measure ranged from 3.20¢ for Central Illinois Light Company to 5.21¢ for Central Illinois Public Service Company. Five of the companies had averages under four cents and all but two reported 4.17¢ or less.

Average use per customer continued to rise in 1940 when it reached 914 kilowatt-hours, a gain of 5.5% over the 1939 average of 866 kilowatt-hours. Throughout the ten companies having residential sales, use per average customer varied from 673 kilowatt-hours to 1,111 kilowatt-hours. Two companies, Central Illinois Light Company and Public Service Company of Northern Illinois, exceeded 1,000 kilowatt-hours. Four companies fell between 800 and 900 kilowatt-hours, three averaged between 900 and 1,000 kilowatt-hours, and the one remaining company reported only 673 kilowatt-hours per average customer.

Residential business contributed 29.93% of the aggregate electric operating revenue of the eleven companies. Except for Union Electric Company of Illinois (8.34%), the ratio of residential revenue to the total was from 28.86% to 39.74%. The low percentage for Union Electric is due largely to the presence of a large amount of sales to other electric utilities. In order to have a better base for comparing the relative importance of each class of consumer sales, computations are presented in Appendix A to show the ratio of each consumer account to total sales to ultimate consumers, thereby placing all the companies on a more nearly comparable standard.

RURAL SALES, TABLE III, pages 14 and 15, have for the past several years displayed a very rapid growth. For 1940 the nine companies with rural service reported total rural service revenue of \$3,917,000, an increase of 16.5% over 1939. Kilowatt-

hour sales rose 22.0% to a total of 93,595,000 and the average number of rural customers, 62,452, was up 13.5%. In December, 1940, these same companies reported rural service to 65,316 customers.

The rates of growth in rural service over the past few years have been as follows:

<u>PERCENTAGE OF INCREASE OVER PRECEDING YEAR</u>			
<u>Year</u>	<u>Revenue</u>	<u>Kwh</u>	<u>Customers</u>
1937	38.9%	44.4%	34.3%
1938	27.6%	33.9%	24.3%
1939	19.6%	27.3%	18.6%
1940	16.5%	22.0%	13.5%

The percentage rate of growth has fallen considerably, but it is still notable; furthermore, in absolute terms the growth has been more nearly uniform over this four year period.

Despite its rapid rise, revenue from rural sales accounted for only 1.97% of the total electric operating revenue of all eleven companies. This overall figure is somewhat misleading, however, until further analyzed. Commonwealth Edison Company and Produce Terminal Corporation have no rural sales but they account for about half of the total electric operating revenue of the companies under review. Reference to Table III shows that for the nine companies having rural service, revenue therefrom contributed around four to five percent of total operating revenue in most cases. For one company, Illinois Northern Utilities Company, the ratio was 14.28%.

The following averages with respect to rural service are of interest:

RURAL ELECTRIC SERVICE AVERAGES

<u>Year</u>	<u>Revenue Per Kwh</u>	<u>Kwh Per Customer</u>	<u>Revenue Per Customer</u>
1936	5.11¢*	1,088	\$55.57
1937	4.90¢	1,209	59.26
1938	4.67¢	1,298	60.58
1939	4.38¢	1,394	61.11
1940	4.18¢	1,499	62.72

* Includes forfeited discounts.

Use per customer has expanded substantially despite the fact that the average number of customers more than doubled from 1936 to 1940. In other words, while not conclusive, these data indicate that the new rural customers were not marginal and produced no dilution in sales.

Without exception average use per customer was greater by rural customers than by residential; in some cases the ratio was 2 to 1, or more. Use per rural customer ranged from 995 kilowatt-hours to 2,201 kilowatt-hours.* Average revenue per kilowatt-hour shows a similar wide variation among the companies, or from 3.20¢ to 5.18¢. In most cases rural sales averaged higher than residential sales in revenue per kilowatt-hour.

LARGE POWER AND LIGHT SALES, TABLE IV, page 16,
accounted for more than one fourth (27.37%) of total electric operation revenue in 1940 and for an even greater percentage of kilowatt-hour sales. For most of the companies, these industrial sales represented from about one fifth to about one third of total operating revenue.

* However, the rural service account is not strictly comparable among the companies. Some include only farms; others include farms and rural commercial establishments.

Large power and light sales increased 8.2% in 1940 to \$54,292,000, a sum only about 8.5% less than the aggregate residential revenue of these companies. Industrial kilowatt-hours were up 12.5% to a total of 4,093,000,000, which is 2.73 times the total residential kilowatt-hours.

For the ten companies other than Commonwealth Edison Company, industrial sales reflected a larger gain in 1940, namely, 10.3% for revenue and 15.4% for kilowatt-hours.

One company had a decrease in both revenue and kilowatt-hours from large power and light service but this was caused by the loss of one large customer, a steel and wire producer, that undertook to supply its own power in 1940. Other companies show gains up to 26.5% in revenue and up to 31.8% in kilowatt-hours for industrial business in 1940.

The reported average number of customers declined slightly in 1940 but this resulted primarily by shifting certain users from a two rate basis to a single, combined rate basis, thereby reducing the count of a given user from two to one.

The eleven companies received on the average 1.33¢ per kilowatt-hour from sales to industrial customers. This average ranged from a low of 0.76¢ to a high of 1.88¢. Differences in the character of industrial operations in the various service areas as well as differences in rate levels account for this spread.

SMALL POWER AND LIGHT SALES, TABLE V, page 17, were \$44,623,000 in 1940, an increase of 7.4%. Kilowatt-hour sales rose 9.5% to 1,191,900,000. Except for two companies, this class of revenue increased in 1940 by roughly 6% to 10%. Increases in kilowatt-hour sales were only slightly larger.

In the aggregate, small power and light revenue was 22.50% of total electric operating revenue. Among the individual companies, this ratio was from 20% to 30% in most cases.

Revenue per kilowatt-hour averaged 3.74¢ in 1940 as compared with 3.82¢ in 1939. Central Illinois Light Company reported the lowest average, 2.57¢, and Central Illinois Public Service Company the highest, 4.87¢.

PUBLIC STREET AND HIGHWAY LIGHTING SALES, TABLE VI, page 18, represented only nine tenths of one percent of total electric operating revenue in the aggregate and were not over 3.2% of the total for any company. Revenue from these sales totalled \$1,776,000 in 1940, a drop of 3% from 1939 but kilowatt-hour sales were up one half of one per cent to a total of 47,125,000.

OTHER SALES TO PUBLIC AUTHORITIES, TABLE VII, page 19, exceeded street lighting sales in total volume but accounted for only 1.53% of total revenue. Increases of 5.0% and 5.3% were recorded for revenue and kilowatt-hours, respectively, thereby raising these items to \$3,040,000 and 256,100,000 kilowatt-hours.

Average revenue per kilowatt-hour at 1.19¢, unchanged from 1939, is much less than the average of 3.77¢ obtained from street lighting sales.

SALES TO RAILROADS AND RAILWAYS, TABLE VIII, page 20, were reported by only four of the eleven companies and for one of these four the amount of such sales was negligible. However, Commonwealth Edison Company derived 6.8% of its total revenue from such sales despite the fact that its average revenue per kilowatt-hour therefrom was only 0.83¢.

Table I. #
ILLINOIS ELECTRIC UTILITIES*
ELECTRIC SALES BY CLASS OF SERVICE**

ELECTRIC SALES BY CLASS OF SERVICE											
	REVENUE			KILOWATT-HOURS			AVERAGE NUMBER OF CUSTOMERS			REVENUE PER KWH	% TOTAL OPERATING REVENUE
	1940		1939	1940		1939	1940		1939	1940	1940
		% Change			% Change		% Change		% Change		
Total Electric Operating Revenue	\$198,336,355	\$185,752,388 ⁽¹⁾	6.8%	:							100.00%
Other Electric Revenues	3,798,820	3,752,947 ⁽¹⁾	1.2	:							1.92
Total Sales of Electric Energy	194,537,535	181,999,441 ⁽¹⁾	6.9	:	12,216,507,338	10,806,377,361 ⁽¹⁾	13.0%	:	1,956,253	1,912,788 ⁽¹⁾	2.3%
Interdepartmental Sales	106,451	105,569	0.8	:	16,402,822	16,113,184	1.8	:	-	-	0.65
Sales to Other Electric Utilities**	19,034,108	17,298,299 ⁽¹⁾	10.0	:	4,071,553,731	3,380,142,610	20.5	:	83	63	31.7
Total Sales to Ultimate Consumers	175,396,976	164,595,573 ⁽¹⁾	6.6	:	8,128,550,785	7,410,121,567 ⁽¹⁾	9.7	:	1,956,170	1,912,725 ⁽¹⁾	2.3
Residential or Domestic Sales	59,369,355	56,541,429	5.0	:	1,499,940,795	1,392,186,547	7.7	:	1,640,413	1,608,092	2.0
Rural Sales	3,916,726	3,362,135	16.5	:	93,594,823	76,688,508	22.0	:	62,452	55,015	13.5
Large Power & Light Sales	54,292,346	50,188,899 ⁽¹⁾	8.2	:	4,093,218,005	3,638,771,231 ⁽¹⁾	12.5	:	10,189	10,328	-1.3
Small Power & Light Sales	44,623,458	41,558,096	7.4	:	1,191,871,166	1,088,882,548	9.5	:	241,020	237,101	1.7
Pub. St. & Highway Ltg. Sales	1,775,920	1,829,977	-3.0	:	47,124,796	46,870,470	0.5	:	1,004	1,090 ⁽¹⁾	-7.9
Other Sales to Pub. Authorities	3,040,028	2,894,295	5.0	:	256,099,670	243,293,397	5.3	:	1,078	1,086 ⁽¹⁾	-0.7
Sales to Railroads & Railways	8,379,113	8,220,742	1.9	:	946,701,530	923,428,866	2.5	:	14	13	7.7

See footnotes on supporting tables.
* Eleven large companies. See page 33 for list.
** Inter-company transactions have not been eliminated.
(1) Revised since publication of Research Bulletin #30.

Table II
ILLINOIS ELECTRIC UTILITIES
RESIDENTIAL OR DOMESTIC SALES

	REVENUE			KILOWATT-HOURS			AVERAGE NUMBER OF CUSTOMERS		
	1940	1939	% Change	1940	1939	% Change	1940	1939	% Change
TOTAL 11 COMPANIES(1)	\$59,369,355	\$56,541,429	5.0%	1,499,940,795	1,392,186,547	7.7%	1,640,413	1,608,092	2.0%
TOTAL 11 COMPANIES, exclusive of Commonwealth Edison Co.(1)	29,987,289	28,074,908	6.8	724,098,699	650,420,790	11.3	800,600	773,429	3.5
Cent. Illinois Electric & Gas Co.	1,274,465	1,167,840	9.1	32,623,995	29,175,380	11.8	37,841	36,612	3.4
Central Illinois Light Co.	2,082,417	1,959,569	6.3	65,097,229	58,566,442	11.2	58,603	55,808	5.0
Cent. Ill. Pub. Ser. Co.	4,570,850	4,274,043	6.9	87,794,075	79,811,700	10.0	130,436	127,178	2.6
Commonwealth Edison Company	29,382,066	28,466,521	3.2	775,842,096	741,765,757	4.6	839,813	834,663	0.6
Illinois Iowa Power Company	6,002,281	5,518,139	8.8	147,580,683	131,165,347	12.5	174,408	168,972	3.2
Ill. Northern Utilities Co.	1,405,621	1,276,423	10.1	33,684,274	29,705,113	13.4	37,830	36,747	2.9
Peoples Power Company	783,840	733,429	6.9	20,888,733	18,751,133	11.4	22,437	21,799	2.9
Pub. Ser. Co. of No. Ill.	11,373,461	10,793,723	5.4	273,248,173	245,839,780	11.1	269,243	258,314	4.2
Union Electric Co. of Illinois	991,996	943,155	5.2	30,514,607	27,876,001	9.5	32,284	31,278	3.2
Western United Gas & Electric Co.	1,502,358	1,408,587	6.7	32,666,930	29,529,894	10.6	37,518	36,721	2.2

(1) Except that Produce Terminal Corporation, one of the eleven companies included in this study, reported no residential sales.

Table II (Continued)*
ILLINOIS ELECTRIC UTILITIES
RESIDENTIAL OR DOMESTIC SALES

	REVENUE PER KWH		KWH PER CUSTOMER		REVENUE PER CUSTOMER		% TOTAL OPERATING REVENUE
	1940	1939	1940	1939	1940	1939	
TOTAL 11 COMPANIES	3.96 ¹	4.06 ²	914	866	\$36.19	\$35.16	29.93%
TOTAL 11 COMPANIES, exclusive of Commonwealth Edison Co.	4.14	4.32	904	841	37.46	36.30	30.94
Cent. Ill. Elec. & Gas Co.	3.91	4.00	862	797	33.68	31.90	36.58
Central Illinois Light Co.	3.20	3.35	1,111	1,049	35.53	35.11	31.44
Cent. Ill. Pub. Ser. Co.	5.21	5.36	673	628	35.04	33.61	34.53
Commonwealth Edison Company	3.79	3.84	924	889	34.99	34.11	28.97
Illinois Iowa Power Company	4.07	4.21	846	776	34.42	32.66	36.05
Illinois Northern Utilities Co.	4.17	4.30	890	808	37.16	34.74	29.28
Peoples Power Company	3.75	3.91	931	860	34.94	33.65	28.86
Pub. Ser. Co. of No. Ill.	4.16	4.39	1,015	952	42.24	41.79	34.74
Union Electric Co. of Illinois	3.25	3.38	945	891	30.73	30.15	8.34
Western United Gas & Elec. Co.	4.60	4.77	871	804	40.04	38.36	39.74

* See footnote on page 12.

Table III
ILLINOIS ELECTRIC UTILITIES
RURAL SALES

	REVENUE			KILOWATT-HOURS			AVERAGE NUMBER OF CUSTOMERS				
	1940	1939	% Change	1940	1939	% Change	1940	1939	% Change		
TOTAL 11 COMPANIES ⁽¹⁾	\$3,916,726	\$3,362,135	16.5%	:	93,594,823	76,688,508	22.0%	:	62,452	55,015	13.5%
Central Ill. Elec. & Gas Co.	164,650	128,614	28.0	:	3,179,582	2,419,556	31.4	:	2,557	2,058	24.2
Central Illinois Light Co.	266,219	238,508	11.6	:	8,318,896	6,890,465	20.7	:	5,025	4,565	10.1
Cent. Ill. Pub. Ser. Co.	510,717	453,782	12.5	:	10,425,712	9,202,392	13.3	:	7,681	6,969	10.2
Illinois Iowa Power Company	763,175	663,502	15.0	:	15,493,657	12,945,200	19.7	:	11,049	9,857	12.1
Ill. Northern Utilities Company	685,642	533,667	28.1	:	15,124,812	11,573,913	30.7	:	10,211	7,880	29.6
Peoples Power Company	100,304	82,875	21.0	:	2,377,480	1,861,833	27.7	:	2,389	2,051	16.5
Pub. Ser. Co. of No. Ill.	1,116,401	985,565	13.3	:	29,998,726	24,433,313	22.8	:	18,312	16,800	9.0
Union Electric Co. of Illinois	126,359	105,176	20.1	:	3,235,078	2,613,906	23.8	:	2,756	2,413	14.2
Western United Gas & Elec. Co.	183,259	170,446	7.5	:	5,440,880	4,747,930	14.6	:	2,472	2,422	2.1

(1) Except that Commonwealth Edison Company and Produce Terminal Corporation, two of the eleven companies included in this study, reported no rural sales.

Table III (Continued)*
ILLINOIS ELECTRIC UTILITIES
RURAL SALES

	REVENUE PER KWH		KWH PER CUSTOMER		REVENUE PER CUSTOMER		% TOTAL OPERATING REVENUE
	1940	1939	1940	1939	1940	1939	
TOTAL 11 COMPANIES	4.18¢	4.38¢	1,499	1,394	*62.72	\$61.11	1.97%#
Central Illinois Elec. & Gas Co.	5.18	5.32	1,243	1,176	64.39	62.49	4.72
Central Illinois Light Company	3.20	3.46	1,656	1,509	52.98	52.25	4.02
Cent. Ill. Pub. Ser. Co.	4.90	4.93	1,357	1,320	66.49	65.11	3.86
Illinois Iowa Power Company	4.93	5.13	1,402	1,313	69.07	67.31	4.58
Illinois Northern Utilities Co.	4.53	4.61	1,481	1,469	67.15	67.72	14.28
Peoples Power Company	4.22	4.45	995	908	41.99	40.41	3.69
Pub. Ser. Co. of No. Ill.	3.72	4.03	1,638	1,454	60.97	58.66	3.41
Union Electric Co. of Illinois	3.91	4.02	1,174	1,083	45.85	43.59	1.06
Western United Gas & Electric Co.	3.37	3.59	2,201	1,960	74.13	70.37	4.85

* See footnote on page 14.

For the ten companies other than Commonwealth Edison Company this ratio is 4.04%.

Table IV.
ILLINOIS ELECTRIC UTILITIES
LARGE POWER & LIGHT

	REVENUE			KILOWATT-HOURS			AVERAGE NUMBER OF CUSTOMERS			REV. PER KWH		% TOTAL OPERATING REVENUE		
	1940		% Change	1939		% Change	1940		1939	% Change	1940		1939	
TOTAL 11 COMPANIES	\$54,292,346	\$50,188,899(1)	8.2%	4,093,218,005	3,638,771,231(1)	12.5%	10,189	10,328	-1.3%	1.33¢	1.38¢	27.37%		
TOTAL 11 COMPANIES, exclusive of Commonwealth Edison Co.	22,603,324	20,483,897(1)	10.3	1,853,428,789	1,605,663,196(1)	15.4	6,209	6,386	-2.8	1.22	1.28	23.32		
Cent. Ill. Elec. & Gas Co.	735,056	626,039	17.4	56,904,483	45,234,665	25.8	94	94	0.0	1.29	1.38	21.10		
Central Illinois Light Co.	2,232,382	2,246,281	-0.6	214,876,508	218,946,174	-1.9	193	197	-2.0	1.04	1.03	33.71		
Cent. Ill. Pub. Ser. Co.	3,708,013	3,435,418	7.9	202,655,218	172,808,253	17.3	4,548	4,714	-3.5	1.83	1.99	28.01		
Commonwealth Edison Company	31,689,022	29,705,002	6.7	2,239,789,216	2,033,108,035	10.2	3,980	3,942	1.0	1.41	1.46	31.25		
Illinois Iowa Power Company	3,309,440	2,886,407	14.7	248,218,217	202,190,107	22.8	200	219	-8.7	1.33	1.43	19.88		
Ill. Northern Utilities Co.	1,182,855	1,110,641	6.5	139,636,636	125,505,304	11.3	218	215	1.4	0.85	0.88	24.64		
Peoples Power Company	774,517	671,267	15.4	63,417,516	53,652,055	18.2	444	440	10.0	1.22	1.25	28.51		
Produce Terminal Corporation	890,559	823,057	8.2	62,898,377	55,621,325	13.1	92	91	1.1	1.42	1.48	88.67		
Pub. Ser. Co. of No. Ill.	6,891,826	6,310,056(1)	9.2	541,985,296	481,215,058(1)	12.6	628	626	0.3	1.27	1.31	21.05		
Union Electric Co. of Illinois	2,187,262	1,729,113	26.5	285,980,132	217,042,308	31.8	64	62	3.2	0.76	0.80	18.39		
Western United Gas & Elec. Co.	691,414	645,618	7.1	36,856,406	33,447,947	10.2	128	128	0.0	1.88	1.93	18.29		

(1) Revised since publication of Research Bulletin #30.

ILLINOIS ELECTRIC UTILITIES
SMALL POWER & LIGHT

	REVENUE			KILOWATT-HOURS			AVERAGE NUMBER OF CUSTOMERS			REVENUE PER KWH		% TOTAL OPERATING REVENUE
	1940		% Change	1939		% Change	1940		% Change	1940	1939	
TOTAL 11 COMPANIES	\$14,623,458	\$11,558,096	7.4%	1,191,871,166	1,088,882,548	9.5%	241,020	237,101	1.7%	3.74¢	3.82¢	22.50%
TOTAL 11 COMPANIES, exclusive of Commonwealth Edison Co.	21,139,719	19,679,102	7.4	574,039,720	522,495,141	9.9	128,881	125,789	2.5	3.66	3.77	21.81
Cent. Ill. Elec. & Gas Co.	1,047,729	955,813	9.6	28,685,661	25,689,058	11.7	5,884	5,812	1.2	3.65	3.72	30.07
Central Illinois Light Co.	1,628,132	1,553,124	4.8	63,379,016	59,468,527	6.6	9,257	9,152	1.1	2.57	2.61	24.58
Cent. Ill. Pub. Ser. Co.	3,014,927	2,738,375	10.1	61,941,445	55,909,203	10.8	26,719	26,184	2.0	4.87	4.90	22.78
Commonwealth Edison Co.	23,483,739	21,878,994	7.3	617,831,446	566,386,407	9.1	112,139	111,312	0.7	3.80	3.86	23.16
Illinois Iowa Power Company	4,922,044	4,650,764	5.8	150,501,650	137,720,994	9.3	31,403	31,186	0.7	3.27	3.38	29.57
Ill. Northern Utilities Co.	1,140,839	1,076,160	6.0	26,470,431	24,360,898	8.7	7,989	7,738	3.2	4.31	4.42	23.77
Peoples Power Company ⁽¹⁾	807,162	763,594	5.7	24,281,856	22,704,862	6.9	5,066	4,960	2.1	3.32	3.36	29.71
Produce Terminal Corporation	91,561	98,405	-7.0	2,279,629	2,359,296	-3.4	104	112	-7.1	4.02	4.17	9.12
Pub. Ser. Co. of No. Ill.	6,646,645	6,107,120	8.8	165,781,033	147,647,332	12.3	32,962	31,421	4.9	4.01	4.14	20.30
Union Elec. Co. of Illinois	818,358	771,773	6.0	26,567,053	24,600,992	8.0	4,585	4,487	2.2	3.08	3.14	6.88
Western United Gas & Elec. Co.	1,022,322	963,974	6.1	24,151,946	22,034,979	9.6	4,912	4,737	3.7	4.23	4.37	27.05

(1) For Peoples Power Company, Account 608, Other Sales, amounting to \$508 revenue, and 17,450 kilowatt-hours for 8 customers in 1940, and \$510 revenue and 18,093 kilowatt-hours for 8 customers in 1939 has been included in Small Power and Light Sales for the purpose of this study. None of the other companies reported this class of business.

Table VI
ILLINOIS ELECTRIC UTILITIES
PUBLIC STREET & HIGHWAY LIGHTING

	REVENUE			KILOWATT-HOURS			AVERAGE NUMBER OF CUSTOMERS			REVENUE PER KWH			% TOTAL OPERATING REVENUE
	1940	1939	% Change	1940	1939	% Change	1940	1939	% Change	1940	1939		
TOTAL 11 COMPANIES(1)	\$1,775,920	\$1,829,977	-3.0%	47,124,796	46,870,470	0.5%	1,004	1,090	(2)-7.9%	3.77¢	3.90¢	0.90%	
TOTAL 11 COMPANIES, exclusive of Commonwealth Edison Co.	1,641,628	1,697,673	-3.3	43,143,926	42,989,523	0.4	1,003	1,089	(2)-7.9	3.81	3.95	1.69	
Cent. Ill. Elec. & Gas Co.	93,966	92,989	1.1	3,900,866	3,991,861	-2.3	38	38	0.0	2.41	2.33	2.70	
Central Illinois Light Co.	167,512	168,711	-0.7	4,992,405	4,808,321	3.8	33	35	-5.7	3.36	3.51	2.53	
Cent. Ill. Pub. Ser. Co.	309,256	323,368	-4.4	10,002,504	9,771,905	2.4	342	360	-5.0	3.09	3.31	2.34	
Commonwealth Edison Company	134,292	132,304	1.5	3,980,870	3,880,947	2.6	1	1	0.0	3.37	3.41	0.13	
Illinois Iowa Power Company	345,498	365,307	-5.4	9,082,472	9,344,727	-2.8	265	266	-0.4	3.80	3.91	2.07	
Ill. Northern Utilities Co.	153,492	154,459	-0.6	3,744,119	3,668,290	2.1	82	82	0.0	4.10	4.21	3.20	
Peoples Power Company	74,426	74,108	0.4	2,186,585	2,240,650	-2.4	10	10	0.0	3.40	3.31	2.74	
Pub. Ser. Co. of Mo. Ill.	365,031	378,805	-3.6	4,940,042	4,963,680	-0.5	207	273	-24.2	7.39	7.63	1.12	
Union Elec. Co. of Illinois	79,171	85,105	-7.0	2,878,766	2,747,944	4.8	14	13	7.7	2.75	3.10	0.67	
Western United Gas & Elec. Co.	53,276	54,821	-2.8	1,416,167	1,452,145	-2.5	12	12	(2) 0.0	3.76	3.78	1.41	

(1) Except that Produce Terminal Corporation, one of the eleven companies included in this study, reported no Public Street & Highway Lighting Sales.
(2) Revised since publication of Research Bulletin #30.

Table VII
ILLINOIS ELECTRIC UTILITIES
OTHER SALES TO PUBLIC AUTHORITIES

	REVENUE			KILOWATT-HOURS			AVERAGE NUMBERS OF CUSTOMERS			REVENUE PER KWH		% TOTAL OPERATING REVENUE			
	1940	1939	% Change	1940	1939	% Change	1940	1939	% Change	1940	1939				
TOTAL 11 COMPANIES (1)	\$3,040,028	\$2,894,295	5.0%	:	256,009,670	243,293,397	5.3%	:	1,078	1,086(2)	-0.7%	:	1.19¢	1.19¢	1.53%
TOTAL 11 COMPANIES, exclusive of Commonwealth Edison Co.	1,575,980	1,512,339	4.2	:	134,636,597	127,703,033	5.4	:	1,075	1,083(2)	-0.7	:	1.17	1.18	1.63
Cent. Ill. Elec. & Gas Co.	136,171	120,951	12.6	:	6,803,452	5,856,894	16.2	:	396	361	10.0	:	2.00	2.07	3.91
Central Illinois Light Co.	24,086	23,571	2.2	:	1,141,852	1,067,070	7.0	:	25	26	-3.8	:	2.11	2.21	0.36
Cent. Ill. Pub. Ser. Co.	181,241	167,016	8.5	:	11,816,356	10,186,007	16.0	:	141	161	-12.4	:	1.53	1.64	1.37
Commonwealth Edison Company	1,464,048	1,381,956	5.9	:	121,463,073	115,590,364	5.1	:	3	3	0.0	:	1.21	1.20	1.44
Illinois Iowa Power Company	212,294	210,147	1.0	:	13,845,384	12,527,754	10.5	:	218	223	-2.2	:	1.53	1.68	1.28
Ill. Northern Utilities Co.	80,290	74,304	19.4	:	4,840,225	3,838,126	26.1	:	78	68(1)	14.7	:	1.84	1.95	1.86
Peoples Power Company	24,942	21,188	17.7	:	1,117,814	903,985	23.7	:	4	4	0.0	:	2.23	2.34	0.02
Pub. Ser. Co. of No. Ill.	862,599	848,540	1.7	:	91,933,584	90,245,208	1.9	:	200	225	-11.1	:	0.94	0.94	2.04
Union Elec. Co. of Illinois	7,836	4,502	74.1	:	740,392	449,400	64.8	:	1	1	0.0	:	1.06	1.00	0.07
Western United Gas & Elec. Co.	37,521	41,620	-9.8	:	2,397,538	2,628,589	-8.8	:	12	14(2)	-14.3	:	1.56	1.58	0.99

(1) Except that Produce Terminal Corporation, one of the eleven companies included in this study, reported no Other Sales to Public Authorities.
(2) Revised since publication of Research Bulletin #30.

Table VIII
ILLINOIS ELECTRIC UTILITIES
SALES TO RAILROADS & RAILWAYS

	REVENUE			KILOWATT-HOURS			AVERAGE NUMBER OF CUSTOMERS			REVENUE PER KWH		% TOTAL OPERATING REVENUE
	1940	1939	% Change	1940	1939	% Change	1940	1939	% Change	1940	1939	
TOTAL 11 COMPANIES ⁽¹⁾	\$8,379,143	\$8,220,742	1.9%	946,701,530	923,428,866	2.5%	14	13	7.7%	0.89¢	0.89¢	4.23%
TOTAL 11 COMPANIES, exclusive of Commonwealth Edison Co.	1,479,120	1,406,027	5.2	112,505,934	109,230,503	3.0	9	8	12.5	1.31	1.29	1.53
Commonwealth Edison Company	6,900,023	6,814,715	1.3	834,195,596	814,198,363	2.5	5	5	0.0	0.83	0.84	6.80
Illinois Iowa Power Company	332,597	323,393	2.8	32,495,615	31,732,139	2.4	3	2	50.0	1.02	1.02	2.00
Pub. Ser. Co. of No. Ill.	1,145,646	1,081,762	5.9	79,971,329	77,459,599	3.2	5	5	0.0	1.43	1.40	3.50
Western United Gas & Elec. Co.	877	872	0.6	38,990	38,765	0.6	1	1	0.0	2.25	2.25	0.02

(1) Except that Central Illinois Electric and Gas Company, Central Illinois Light Company, Central Illinois Public Service Company, Illinois Northern Utilities Company, Peoples Power Company, Union Electric Company of Illinois and Produce Terminal Corporation, seven of the eleven companies included in this study, reported no Sales to Railroads and Railways in either year.

Table IX
ILLINOIS ELECTRIC UTILITIES
TOTAL SALES TO ULTIMATE CONSUMERS*

	REVENUE			KILOWATT-HOURS			AVERAGE NUMBER OF CUSTOMERS			REVENUE PER KW		% TOTAL OPERATING REVENUE
	1940	1939	% Change	1940	1939	% Change	1940	1939	% Change	1940	1939	
TOTAL 11 COMPANIES	\$175,396,976	\$164,595,573	(1) 6.6%	8,128,550,785	7,410,121,567	(1) 9.7%	1,956,170	1,912,725	(1) 2.3%	2.16¢	2.22¢	88.43%
TOTAL 11 COMPANIES, exclusive of Commonwealth Edison Co.	82,343,786	76,216,031	(1) 8.0	3,535,448,488	3,135,191,694	(1) 12.8	1,000,229	962,799	(1) 3.9	2.33	2.43	84.96
Cent. Ill. Elec. & Gas Co.	3,452,037	3,092,246	11.6	132,098,039	112,367,414	17.6	46,810	44,975	4.1	2.61	2.75	99.06
Central Illinois Light Co.	6,400,748	6,189,764	3.4	357,805,906	349,746,999	2.3	73,136	69,783	4.8	1.79	1.77	96.64
Cent. Ill. Pub. Ser. Co.	12,295,004	11,392,002	7.9	384,635,310	337,689,460	13.9	169,867	165,566	2.6	3.20	3.37	92.89
Commonwealth Edison Company	93,053,190	88,379,492	5.3	4,593,102,297	4,274,929,873	7.4	955,941	949,926	0.6	2.03	2.07	91.75
Illinois Iowa Power Company	15,887,329	14,617,659	8.7	617,217,678	537,626,268	14.8	217,546	210,725	3.2	2.57	2.72	95.43
Ill. Northern Utilities Co.	4,657,739	4,226,154	10.2	223,500,497	198,651,644	12.5	56,408	52,730	(1) 7.0	2.08	2.13	97.03
Peoples Power Company	2,565,191	2,346,461	9.3	114,269,984	100,114,518	14.1	29,950	28,864	3.8	2.24	2.34	94.43
Produce Terminal Corporation	982,120	921,462	6.6	65,178,006	57,980,621	12.4	196	203	-3.4	1.51	1.59	97.79
Pub. Ser. Co. of No. Ill.	28,401,609	26,505,571	(1) 7.2	1,187,858,183	1,071,803,970	(1) 10.8	321,557	307,664	4.5	2.39	2.47	86.76
Union Electric Co. of Illinois	4,210,982	3,638,824	15.7	349,916,028	275,330,551	27.1	39,704	38,254	3.8	1.20	1.32	35.41
Western United Gas & Elec. Co.	3,491,027	3,285,938	6.2	102,968,857	93,880,249	9.7	45,055	44,035	(1) 2.3	3.39	3.50	92.35

* Refer to footnotes on supporting tables.
(1) Revised since publication of Research Bulletin #30.

ILLINOIS ELECTRIC UTILITIES
SALES TO OTHER ELECTRIC UTILITIES

	REVENUE			KILOWATT-HOURS			AVERAGE NUMBER OF CUSTOMERS			REVENUE PER KWH		% TOTAL OPERATING REVENUE
	1940	1939	% Change	1940	1939	% Change	1940	1939	% Change	1940	1939	
TOTAL 11 COMPANIES	\$19,034,108	\$17,298,299 ⁽¹⁾	10.0%	4,071,553,731	3,380,142,610	20.5%	83	63	31.7%	0.47¢	0.51¢ ⁽¹⁾	9.60%
TOTAL 11 COMPANIES, exclusive of Commonwealth Edison Co.	12,748,656	11,458,304 ⁽¹⁾	11.3	2,535,389,184	2,038,421,906	24.4	77	57	35.1	0.50	0.56 ⁽¹⁾	13.15
Cent. Ill. Elec. & Gas Co.	-	816 ⁽²⁾	-	-	-	-	-	-	-	-	-	-
Central Illinois Light Co.	119,439	30,310	294.1	14,372,086	2,726,609	427.1	5	3	66.7	0.83	1.11	1.80
Cent. Ill. Pub. Ser. Co.	664,590	440,050	51.0	68,321,327	49,860,997	37.0	29	19	52.6	0.97	0.88	5.02
Commonwealth Edison Company	6,285,452	5,839,995 ⁽¹⁾	7.6	1,536,164,547	1,341,720,704	14.5	6	6	0.0	0.41	0.44	6.20
Illinois Iowa Power Company	428,934	303,959	41.1	37,303,234	26,112,266	42.9	25	17	47.1	1.15	1.16	2.58
Ill. Northern Utilities Co.	52,282	46,276	13.0	4,610,284	4,286,836	7.5	3	3	0.0	1.13	1.08	1.09
Peoples Power Company	120,190	108,162	11.1	11,639,306	10,421,165	11.7	2	2	0.0	1.03	1.04	4.42
Pub. Ser. Co. of No. Ill.	3,531,665	3,387,115 ⁽¹⁾	4.3	868,268,085	699,587,615	24.1	5	5	0.0	0.41	0.48 ⁽¹⁾	10.79
Union Elec. Co. of Illinois	7,587,413	6,922,996	10.0	1,502,777,820	1,220,055,600	23.2	2	2	0.0	0.50	0.57	63.80
Western United Gas & Elec. Co.	244,143	218,618	11.7	28,097,042	25,070,818	12.1	6	6	0.0	0.87	0.87	6.46

(1) Revised since publication of Research Bulletin #30.

(2) Demand charge under interchange agreement.

Table XI
ILLINOIS ELECTRIC UTILITIES
INTERDEPARTMENTAL SALES

	REVENUE			KILOWATT-HOURS			AVERAGE NUMBER OF CUSTOMERS			REVENUE PER KWH		% TOTAL OPERATING REVENUE
	1940	1939	% Change	1940	1939	% Change	1940	1939	% Change	1940	1939	
TOTAL 11 COMPANIES(1)	\$106,451	\$105,569	0.8%	16,402,822	16,113,184	1.8%	-	-	-	0.65	0.66¢	0.05%#
Central Illinois Light Co.	5,191	4,800	8.1	200,438	174,463	14.9	-	-	-	0.26	0.28	0.08
Illinois Iowa Power Company	83,216	77,485	7.4	13,796,454	12,834,208	7.5	-	-	-	0.60	0.60	0.50
Produce Terminal Corporation	18,044	23,284	-22.5	2,405,930	3,104,513	-22.5	-	-	-	0.75	0.75	1.80

For the ten companies other than Commonwealth Edison Company this ratio is 0.11%.

(1) Except that Central Illinois Electric and Gas Company, Central Illinois Public Service Company, Commonwealth Edison Company, Illinois Northern Utilities Company, Peoples Power Company, Public Service Company of Northern Illinois, Union Electric Company of Illinois and Western United Gas and Electric Company, eight of the eleven companies included in this study, reported no interdepartmental sales in either year.

Table XII
ILLINOIS ELECTRIC UTILITIES
TOTAL SALES OF ELECTRIC ENERGY

	REVENUE			KILOWATT-HOURS			AVERAGE NUMBERS OF CUSTOMERS			REVENUE PER KWH			% TOTAL OPERATING REVENUE
	1939			1940			1939			1940			
			% Change			% Change			% Change			% Change	
TOTAL 11 COMPANIES	\$194,537,535	\$181,999,441 ⁽¹⁾	6.9%	12,216,507,338	10,806,377,361 ⁽¹⁾	13.0%	1,956,253	1,912,788 ⁽¹⁾	2.3%	1.59¢	1.68¢ ⁽¹⁾	98.08%	
TOTAL 11 COMPANIES, exclusive of Commonwealth Edison Co.	95,198,893	87,779,954 ⁽¹⁾	8.5	6,087,240,494	5,189,726,784 ⁽¹⁾	17.3	1,000,306	962,856 ⁽¹⁾	3.9	1.56	1.69	98.22	
Cent. Ill. Elec. & Gas Co.	3,452,037	3,093,064	11.6	132,098,039	112,367,414	17.6	46,810	44,975	4.1	2.61	2.75	99.08	
Central Illinois Light Co.	6,525,378	6,224,874	4.8	372,378,430	352,648,071	5.6	73,141	69,786	4.8	1.75	1.77	98.52	
Cent. Ill. Pub. Ser. Co.	12,959,594	11,832,052	9.5	452,956,637	387,550,457	16.9	169,896	165,585	2.6	2.86	3.05	97.91	
Commonwealth Edison Company	99,338,642	94,219,487 ⁽¹⁾	5.4	6,129,266,844	5,616,650,577	9.1	955,947	949,932	0.6	1.62	1.68	97.95	
Illinois Iowa Power Company	16,399,479	14,999,103	9.3	668,317,366	576,572,742	15.9	217,571	210,742 ⁽¹⁾	3.2	2.45	2.60	98.51	
Ill. Northern Utilities Co.	4,710,021	4,272,430	10.2	228,110,781	202,938,480	12.4	56,411	52,733 ⁽¹⁾	7.0	2.06	2.11	98.12	
Peoples Power Company	2,685,381	2,454,623	9.4	125,909,290	110,535,683	13.9	29,952	28,866	3.8	2.13	2.22	98.86	
Produce Terminal Corporation	1,000,164	944,746	5.9	67,583,936	61,085,134 ⁽¹⁾	10.6	196	203	-3.4	1.48	1.55	99.59	
Pub. Ser. Co. of No. Ill.	31,933,274	29,892,666 ⁽¹⁾	6.8	2,056,126,268	1,771,691,585 ⁽¹⁾	16.1	321,562	307,669	4.5	1.55	1.69	97.55	
Union Electric Co. of Illinois	11,798,395	10,561,820	11.7	1,852,693,848	1,495,386,151	23.9	39,706	38,256 ⁽¹⁾	3.8	0.64	0.71	99.21	
Western United Gas & Elec. Co.	3,735,170	3,504,556	6.6	131,065,899	118,951,067	10.2	45,061	44,041 ⁽¹⁾	2.3	2.85	2.95	98.81	

(1) Revised since publication of Research Bulletin #30.

Table XIII
ILLINOIS ELECTRIC UTILITIES
OTHER ELECTRIC OPERATING REVENUE

	REVENUE		% TOTAL OPERATING REVENUE
	1940	1939	1940
TOTAL 11 COMPANIES	\$3,798,820	\$3,752,947 ⁽¹⁾	1.92%
TOTAL 11 COMPANIES, exclusive of Commonwealth Edison Co.	1,721,253	1,639,288 ⁽¹⁾	1.78
Cent. Ill. Elec. & Gas Co.	32,193	30,140	0.92
Central Illinois Light Co.	97,828	90,827	1.48
Cent. Ill. Pub. Ser. Co.	276,715	275,298	2.09
Commonwealth Edison Company	2,077,567	2,113,659 ⁽¹⁾	2.05
Illinois Iowa Power Company	248,448	242,998	1.49
Illinois Northern Utilities Co.	90,141	96,807	1.88
Peoples Power Company	31,027	27,608	1.14
Produce Terminal Corporation	4,145	4,239	0.41
Pub. Ser. Co. of No. Ill.	801,804	744,718 ⁽¹⁾	2.45
Union Electric Co. of Illinois	94,025	87,255	0.79
Western United Gas & Elec. Co.	44,927	39,398	1.19

(1) Revised since publication of Research Bulletin #30.

Table XIV
ILLINOIS ELECTRIC UTILITIES
TOTAL ELECTRIC OPERATING REVENUE

	REVENUE		
	1940	1939	% Change
TOTAL 11 COMPANIES	\$198,336,355	\$185,752,388 ⁽¹⁾	6.8%
TOTAL 11 COMPANIES, exclusive of Commonwealth Edison Co.	96,920,146	89,419,242 ⁽¹⁾	8.4
Cent. Ill. Elec. & Gas Co.	3,484,230	3,123,204	11.6
Central Illinois Light Co.	6,623,206	6,315,701	4.9
Cent. Ill. Pub. Ser. Co.	13,236,309	12,107,350	9.3
Commonwealth Edison Company	101,416,209	96,333,146 ⁽¹⁾	5.3
Illinois Iowa Power Company	16,647,927	15,242,101	9.2
Ill. Northern Utilities Co.	4,800,162	4,369,237	9.9
Peoples Power Company	2,716,408	2,462,231	9.4
Produce Terminal Corporation	1,004,309	948,985	5.8
Pub. Ser. Co. of No. Ill.	32,735,078	30,637,404 ⁽¹⁾	6.8
Union Electric Co. of Illinois	11,892,420	10,649,075	11.7
Western United Gas & Elec. Co.	3,780,097	3,543,954	6.7

(1)

Revised since publication of Research Bulletin #30.

APPENDIX A

PERCENTAGE RELATIONSHIP OF THE VARIOUS CLASSES OF CONSUMER SALES TO TOTAL SALES TO ULTIMATE CONSUMERS

Throughout the text of this report and in its basic statistical tables the relative importance of revenue from each class of sales in 1940 is expressed as a percentage of total electric operating revenue. For example, in Table II, page 13, the extreme right hand column contains data indicating the ratio of revenue from residential sales to total electric operating revenue. Although this procedure accurately reflects the comparative composition of each company's total electric operating revenue, it distorts or conceals the relative importance of consumer sales since in some instances total electric operating revenue is heavily weighted by sales to other electric utilities for resale. Consequently a comparison of any one class of consumer sales to total electric operating revenue, which contains sales to other electric utilities, must result in a diminution of the importance of the consumer sales. This is well illustrated by further reference to Table II. There it may be seen that the residential sales revenue of Union Electric Company of Illinois accounted for only 8.34% of that company's total electric operating revenue whereas for the other companies residential sales revenue contributed from 29.21% to 39.75% of their respective totals. This result is traceable to the fact that sales for resale constituted nearly 64% of the total electric operating revenue of Union Electric Company of Illinois in 1940.

In order to overcome the deficiencies of total electric operating revenues as a common denominator in the measurement of consumer sales, this appendix presents computations of the percentage relationship of each class of consumer sales to total sales to ultimate consumers. Presented here, however, are the ratios for the physical volume of sales measured in kilowatt-

hours, as well as ratios for revenues.

In general, the two sets of data reveal that some classes of business, such as residential, account for a much larger proportion of revenue than of kilowatt-hour sales. The reverse is true in other instances, notably in the case of large power and light sales. Rate and consumption differentials account for these relationships. Specifically it may be noted from Table A, page 31, that for the eleven companies as a whole, residential service supplied 33.85% of revenue from only 18.45% of the kilowatt-hours. Similarly small power and light service accounted for 25.44% of the revenue against 14.66% of the kilowatt-hours. Large power and light service, however, represented only 30.96% of revenue as against 50.36% of the kilowatt-hours. Sales to railroads and railways amounted to 4.78% and 11.65% of revenue and kilowatt-hours, respectively. Rural sales, street lighting and other sales to public authorities were responsible for only the small remaining percentage of sales.

The following summary presents a short review of a few of the important facts set forth in Table A.

1. Residential Service. Revenue from residential service accounted for 33.85% of total revenue to ultimate consumers in 1940. One company reported only 23.56% while two companies reported more than 40%, the highest being 43.03%.

A much greater variation occurred with respect to physical volume of residential sales. The percentages ranged from 8.73% to 31.72%, the highest figure being more than three and one half times as great as the lowest figure, except that one company reported no service of this type and consequently had ratios of zero for both revenue and kilowatt-hours.

2. Rural Service. For the nine companies reporting rural service, revenue therefrom accounted for from 3.00% to 5.25% of total revenue from sales to ultimate consumers except that in the case of Illinois Northern Utilities Company rural revenue was 14.72% of the total. Kilowatt-hour sales showed similar

variation, ranging from 0.92% of the total to 6.77%, the latter figure being that of Illinois Northern Utilities Company. In 1939 the revenue figures ranged from 2.89% to 12.63% while kilowatt-hour volume ranged from 0.95% to 5.83%.

3. Large Power and Light Service. Revenue from this source ranged from 19.81% of the total for western United Gas and Electric Company to 90.63% in the case of Produce Terminal Corporation. The remaining companies fell somewhere within this range although only two had a ratio of more than 35.00%. The percentage of kilowatt-hour sales attributable to this class of service was uniformly greater than the proportion of revenue because of the fact that industrial sales are lower rates. Kilowatt-hour sales ranged from 35.79% to 96.50%, while six of the companies had kilowatt-hour ratios in excess of 50%. In 1940, the eleven companies' total revenue and kilowatt-hours from this class of business amounted to 30.96% and 50.36%, respectively, of their aggregate sales to ultimate consumers.

4. Small Power and Light Service. In the aggregate, small power and light service accounted for 25.44% of revenue from total sales to ultimate consumers and for 14.66% of kilowatt-hour sales. The corresponding ratios for last year, 1939, were 25.25% and 14.69%, respectively, for revenue and kilowatt-hours. With the exception of a ratio of 9.32% for Produce Terminal Corporation, the eleven companies in 1940 received from 19.43% to 31.47% of revenue from small power and light service. Greater dispersion is found in the case of the ratio for kilowatt-hours which ranges from 7.59% to 24.38%, again excepting Produce Terminal Corporation, an unusual situation, with a ratio of only 3.50%.

5. Public Street and Highway Lighting Service. These sales were comparatively unimportant for all of the companies. The greatest proportion of revenue was 3.30% reported by Illinois Northern Utilities Company and the greatest proportion of

kilowatt-hours was 2.95% reported by Central Illinois Electric and Gas Company.

6. Other Sales to Public Authorities. This class of service was a little more important than public street and highway lighting service. The greatest proportion of revenue was 3.95% in the case of Central Illinois Electric and Gas Company and the greatest proportion of kilowatt-hours was 7.74% reported by Public Service Company of Northern Illinois.

7. Sales to Railroads and Railways. Only four companies reported this class of business and in one case the amount was nominal. For Commonwealth Edison Company 7.41% of revenue and 18.16% of kilowatt-hours represented this class of business. For the remaining two companies sales to railroads and railways accounted for but a small percentage of the total.

Table A

Percentage Relationship of Revenue and Kilowatt-hours in Each Class of Consumer
Sales to Total Sales to Ultimate Consumers

		Residential	Rural	Large Power and Light	Small Power and Light	Public Street and Highway Lighting	Other Sales to Public Authorities	Sales to Railroads and Railways	Total Sales to Ultimate Consumers
TOTAL 11 COMPANIES	- Revenue	33.85%	2.23%	30.96%	25.14%	1.01%	1.73%	4.78%	100.00%
	- Kwh	18.45	1.15	50.36	14.66	0.58	3.15	11.65	100.00
TOTAL 11 COMPANIES, exclusive of Commonwealth Edison Co.	- Revenue	36.42	4.76	27.45	25.67	1.99	1.91	1.80	100.00
	- Kwh	20.48	2.65	52.42	16.24	1.22	3.81	3.18	100.00
Cent. Ill. Elec. & Gas Co.	- Revenue	36.92	4.77	21.29	30.35	2.72	3.95	0.00	100.00
	- Kwh	24.70	2.41	43.08	21.71	2.95	5.15	0.00	100.00
Cent. Illinois Light Co.	- Revenue	32.53	4.16	34.88	25.43	2.62	0.38	0.00	100.00
	- Kwh	18.19	2.33	60.05	17.71	1.40	0.32	0.00	100.00
Cent. Ill. Pub. Scr. Co.	- Revenue	37.18	4.15	30.16	24.52	2.52	1.47	0.00	100.00
	- Kwh	22.83	2.71	52.69	16.10	2.60	3.07	0.00	100.00
Commonwealth Edison Co.	- Revenue	31.58	0.00	34.06	25.24	0.14	1.57	7.41	100.00
	- Kwh	16.89	0.00	48.76	13.46	0.09	2.64	18.16	100.00
Illinois Iowa Power Co.	- Revenue	37.79	4.80	20.83	30.98	2.17	1.33	2.10	100.00
	- Kwh	23.91	2.51	40.23	24.38	1.47	2.24	5.26	100.00
Ill. Northern Utilities Co.	- Revenue	30.17	14.72	25.40	24.49	3.30	1.92	0.00	100.00
	- Kwh	15.07	6.77	62.48	11.84	1.67	2.17	0.00	100.00

Table A (Continued)

Percentage Relationship of Revenue and Kilowatt-hours in Each Class of Consumer
Sales to Total Sales to Ultimate Consumers

		Residential		Large Power and Light		Small Power and Light		Public Street and Highway Lighting		Other Sales to Public Authorities		Sales to Railroads and Railways		Total Sales to Ultimate Consumers	
Peoples Power Company	- Revenue	30.56%	3.91%	30.19%	31.47%	2.90%	0.97%	0.00	100.00%						
	- Kwh	18.28	2.08	55.50	21.25	1.91	0.98	0.00	100.00						
Produce Terminal Corporation	- Revenue	0.00	0.00	90.68	9.32	0.00	0.00	0.00	100.00						
	- Kwh	0.00	0.00	96.50	3.50	0.00	0.00	0.00	100.00						
Pub. Ser. Co. of No. Ill.	- Revenue	40.05	3.93	24.27	23.40	1.28	3.04	4.03	100.00						
	- Kwh	23.00	2.53	45.63	13.95	0.42	7.74	6.73	100.00						
Union Elec. Co. of Illinois	- Revenue	23.56	3.00	51.94	19.43	1.88	0.19	0.00	100.00						
	- Kwh	8.73	0.92	81.73	7.59	0.82	0.21	0.00	100.00						
Western United Gas & Elec. Co.	- Revenue	43.03	5.25	19.81	29.28	1.53	1.07	0.03	100.00						
	- Kwh	31.72	5.28	35.79	23.46	1.38	2.33	0.04	100.00						

N. B. Small Power and Light Sales include Other Sales (Account 608) in the case of Peoples Power Company, the only company to report this class of business. The amount is negligible. See footnote (), Table V, page

APPENDIX B

SPECIAL CONSIDERATIONS AND SOURCES OF INFORMATION

SCOPE OF THE STUDY.

Eleven of the thirty privately owned electric utilities reporting to the Illinois Commerce Commission account for about 99 per cent of the total volume of sales to consumers by all thirty companies. This study is confined to the revenue accounts of these eleven largest units, thereby covering the same companies as were dealt with in the two preceding issues of this annual analysis of electric sales. Earlier studies were Research Bulletins #4, #14, #18, #20, #24, #27 and #30. The first issue, #4, included all Class A and B electric companies; #14 and #18 analyzed the sales of all private electric utilities in Illinois; and #20 dealt with twelve companies which were reduced by merger to the following eleven which are covered in this study and in Bulletins #24, #27 and #30:

Central Illinois Electric and Gas Company,
Central Illinois Light Company,
Central Illinois Public Service Company,
Commonwealth Edison Company,
Illinois Iowa Power Company,
Illinois Northern Utilities Company,
Peoples Power Company,
Produce Terminal Corporation,
Public Service Company of Northern Illinois,
Union Electric Company of Illinois, and
Western United Gas and Electric Company.

A combined or aggregate electric revenue account for the eleven companies is given in Table I, page 11. Aggregates for revenues, kilowatt-hours and customers for each class of sales (Residential, Rural, etc.) are shown. However, inter-company transactions (which are most important in the case of Sales to Other Electric Utilities) have not been eliminated.

Succeeding tables, II to XIV, inclusive, contain details as to revenue, kilowatt-hours and customers for each of the companies by accounts. For example, Table II covers residential sales only; each company's sales to residential

users are shown together with the total of all eleven companies and the total of all exclusive of Commonwealth Edison Company. Throughout the various tables both 1939 and 1940 data are shown as well as all or part of the following computations: percentage of change from 1939, average revenue per kilowatt-hour, revenue per average customer, kilowatt-hours used per average customer, and the percentage of total electric operating revenue represented by each account.

SOURCES OF INFORMATION.

The basic data in tables I to XIV, inclusive, were compiled from the December, 1940, monthly reports filed by the companies with the Commission. Data contained in such monthly reports are subject to audit adjustments and where such adjustments have been made since publication of Research Bulletin #30, it has been shown by a footnote on the statistical tables. However, experience has indicated that such adjustments are minor in the case of sales information. The December, 1940 reports tabulate sales for the twelve monthstended December 31st for both 1939 and 1940.

ACCOUNTING CONSIDERATIONS.

For the purpose of this study, Interdepartmental Sales (Account 607) have not been considered as sales to ultimate consumers. Reference to Table XI, page 23, will show that this account was used by only three companies and that the amounts were small in these three cases.

Peoples Power Company was the only unit included in this study to report sales credited to Account 608, Other Sales. In this study the amounts, which are nominal, for this account have been included with the Company's Small Power and Light Sales. See Table V, footnote (1), page 17.

OTHER CONSIDERATIONS.

This study is designed solely for the purpose of statistical information. Beyond a few interpretative comments in the text, no attempt is made to explain the behavior of the sales trends or to determine the reasonableness or unreasonable-

ness of the facts shown. Any comparisons made or which might be made must consider these facts.

Appendix A extends this study by presenting computations to show the ratio of revenue and kilowatt-hours in each class of consumer sales to total sales to ultimate consumers. The purpose of this comparison is discussed in that appendix.

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Dwight H. Green, Governor

ILLINOIS GAS UTILITIES
A Comparative Study of 1940 Sales

Research Bulletin #33

John D. Biggs, Chairman

Charles E. Byrne

James D. Marnane

William W. Hart

Robert M. Harper, Commissioners

Joseph E. Knight, Secretary

ILLINOIS COMMERCE COMMISSION
RATES AND RESEARCH SECTION

ILLINOIS GAS UTILITIES

A Comparative Study of 1940 Sales

As Reported by the Twelve Largest Illinois Gas
Utilities which Account for Approximately 99%
of All Gas Sold to Ultimate Consumers in
Illinois Under the Jurisdiction of the
Illinois Commerce Commission

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ILLINOIS COMMERCE COMMISSION
Rates and Research Section

April 29, 1941

Hon. John D. Biggs, Chairman
Illinois Commerce Commission
Springfield, Illinois

Dear Sir:

I transmit herewith Research Bulletin #33 entitled
"Illinois Gas Utilities, A Comparative Study of 1940 Sales."

This study, which has been prepared with the collaboration of Mr. Neil C. Albin, Senior Statistician of the Research Staff, continues the series of annual analyses of gas sales reported by the principal gas utilities subject to the jurisdiction of the Illinois Commerce Commission. A more detailed statement in regard to this series of studies may be found at page 2 of this report.

The statistical tables, which form a basic part of this study, constitute a permanent reference in regard to comparative sales by the companies in 1939 and 1940. The textual portion of the report beginning at page 5 discusses briefly the principal points of interest in regard to gas sales in Illinois in 1940 as compared with 1939. A supplementary analysis of sales to ultimate consumers is presented and explained in Appendix A.

Yours very truly,

E. D. Ostrander

E. D. Ostrander, Supervisor
RATES AND RESEARCH SECTION

INTRODUCTORY CONSIDERATIONS
and
SOURCES OF INFORMATION

Scope of the Study

This study continues a series of analyses which began with Research Bulletin #6 and was continued in Bulletin #15, #19, #21, #25, #28 and #31. It presents a comparison of the 1940 gas sales with those for 1939 of the twelve largest gas utilities in the State of Illinois, which account for approximately 99% of the total retail gas business in the State.

Following are the twelve companies considered:

Central Illinois Electric and Gas Company,
Central Illinois Light Company,
Central Illinois Public Service Company,
Illinois Iowa Power Company,
Illinois Northern Utilities Company,
North Shore Gas Company,
The Peoples Gas Light & Coke Company,
Peoples Power Company,
Public Service Company of Northern Illinois,
Union Electric Company of Illinois,
Union Gas and Electric Company, and
Western United Gas and Electric Company.

A comparative, aggregate revenue account for these twelve companies is given in Table I, page 13. This table shows the companies' aggregate revenue, therm sales and average customers for each revenue account, such as Residential, Commercial and Industrial. Tables II to XV, inclusive, deal separately with each of these revenue classifications; the revenue, therm sales and average customers are tabulated for each company individually, together with aggregates for all companies, both inclusive and exclusive of The Peoples Gas Light and Coke Company's returns. In addition the tables set forth such measures as the percentage of change from 1939, average revenue per therm, consumption per average customer and the ratio of revenue from each class of sales to Total Gas Operating Revenue.

Sources of Information

The basic data for both 1939 and 1940 were taken from the companies' monthly reports for December, 1940, which contain sales information for the years ended December 31, 1939 and December 31, 1940. The information contained in such reports is subject to audit adjustments, and where such adjustments have been made since publication of Research Bulletin #31, it has been shown by a footnote on the statistical tables. However, experience indicates that only minor changes may be expected with respect to sales data reported in the monthly statements.

Accounting Considerations

Effective January 1, 1938, the Commission adopted General Order 143 which prescribed a new Uniform System of Accounts for Class A and B gas utilities. The twelve companies considered by this study fall within these two classes.

The new Uniform System of Accounts provides a new item designated as Account 607 - Interdepartmental Sales. For the purpose of this study these Interdepartmental Sales have not been considered as Sales to Ultimate Consumers. (See Table XII, page 23.)

Other Considerations

In order further to analyze actual consumer sales an appendix has been added (page 32) which discusses the various classes of consumer sales in their relationship to total sales to ultimate consumers.

Total Residential Sales, Table II, are segregated between Residential Sales Exclusive of Space Heating, Table III, and Residential Space Heating Sales, Table IV. The segregation is not perfect. Sales made through one meter under a combination rate for all domestic purposes including space heating are accounted for entirely as space heating sales since the quantities used for the different residential purposes are not separately measured. No attempt has been made to segregate the

quantities by estimation. Furthermore, in studying the results displayed by the two supporting tables, namely Tables III and IV, it must be borne in mind that when an existing customer adds space heating to his uses, his other residential usage is transferred to the space heating classification if he continues to be served through one meter. In other words, over a period of time the changes shown in Table III versus those in Table IV may be due in part to this internal shifting within the total residential account. However, this purely statistical factor is believed to be of relatively minor importance in connection with 1940's marked gain in residential space heating sales which are discussed at page 9.

It should be noted that comparisons between companies are subject to the fact that operating conditions, operating practices, rate structures and applications and statistical methods may differ from company to company.

TOTAL GAS OPERATING REVENUE

The combined Total Gas Operating Revenue of the twelve companies was \$65,525,000 in 1940 a rise of 6.1% over 1939, as may be seen by reference to Table XV, page 31. All but one of the companies reported increased revenue in 1940, the gains ranging from 0.7% to 15.7%.

A comparison of 1939-1940 results as contained in this report with 1938-1939 changes analyzed in Research Bulletin #31 published last year reveals that in general the gas companies fared much better in 1940 than in 1939 from the standpoint of revenue. The following tabulation clearly reflects the 1940 improvement in revenue.

<u>CLASS OF SALES</u>	<u>AMOUNT OF INCREASE IN REVENUE</u>	
	<u>1940 over 1939</u>	<u>1939 over 1938</u>
Total residential	\$2,303,931	\$ 370,759
Residential exclusive of space heating	852,165	387,682*
Residential space heating	<u>1,451,766</u>	<u>758,441</u>
Total Commercial	492,293	10,012*
Industrial non-interruptible	616,449	559,842
Industrial interruptible	176,393	1,148,073
Public Street and highway lighting	451*	3,915*
Other Sales to public authorities	<u>5,474</u>	<u>5,641</u>
Total sales to ultimate consumers	3,594,089	2,070,388
Sales to other gas utilities	72,239	9,696*
Interdepartmental sales	<u>1,132</u>	<u>211</u>
Total gas sales	3,667,460	2,080,903
Other gas revenue	<u>78,247</u>	<u>115,534*</u>
Total gas operating revenue	<u><u>\$3,745,707</u></u>	<u><u>\$1,945,369</u></u>

* Decrease.

These figures show that in 1940 total revenue gained \$3,745,707 over 1939, approximately twice the gain of \$1,945,369 made in

1939 over 1938. More important, however, is the fact that the 1940 increase was largely in residential business one of the most profitable classes, whereas a substantial part of the 1939 rise was in industrial sales, particularly the interruptible variety which are at very low rates. For 1940 both classifications of residential sales were up favorably; but for 1939 the residential account exclusive of space heating actually reflected considerable drop. Furthermore, commercial sales rose nearly one-half million dollars in 1940 over 1939 but in the latter year they were actually less than in 1938. Attention may also be called to the fact that industrial interruptible sales had a relatively small gain in 1940 as compared with 1939's rise over 1938.

In summary, gas revenues rose materially more in 1940 over 1939 than in 1939 over 1938 and the 1940 gain was made principally in the higher rate classifications rather than in the low rate industrial brackets as was true in 1939 over 1938. This situation is further revealed by the following facts:

	<u>PERCENTAGE OF CHANGE</u>	
	<u>1940 over 1939</u>	<u>1939 over 1938</u>
Revenue from sales to ultimate consumers	6.2%	3.7%
Therms sold to ultimate consumers	4.5	10.8

Hence, the physical quantities (therms) sold rose much less in 1940 than in 1939, but the revenue changes were of an exactly opposite character. Reductions in gas rates were rather nominal in both 1939 and 1940 and therefore were not a factor in these revenue and sales trends.

TOTAL SALES TO ULTIMATE CONSUMERS,

Table X, page 26, are a better index of gas operations than are Total Gas Operating Revenues which include such non-consumer items as Sales to Other Gas Utilities, Interdepartmental Sales and miscellaneous revenues from forfeited discounts, appliance rentals, etc.

Consumer sales aggregated \$61,281,000 in 1940, up 6.2% from the 1939 total of \$57,687,000. Exclusive of The Peoples Gas Light and Coke Company, which accounted for 55.6% of the total, revenue gained 8.2% in 1940. One company reported a 2.1% drop in revenue from sales to consumers in 1940 but all other companies had increases ranging from 0.7% to 15.5%. The larger gains were for the most part recorded by companies selling natural and/or mixed natural and manufactured gases.

Total therms sold to ultimate consumers reached 810,000,000 in 1940 as compared with 775,000,000 in 1939, a gain of 4.5%. Exclusive of The Peoples Gas Light and Coke Company with an increase of only 0.6% in therm sales, the volume of sales was up 10.6% in 1940. One company reported a drop of 2.2% and another fell off 3.7%. Three companies had increases of only 0.4%, 0.6% and 3.4%, but the remaining seven companies had increases of from 8.3% to 28.8%; and all but one of these seven exceeded 10%. The top increase was made by Central Illinois Public Service Company.

Of the total increase of 34.9 millions in therms sold, residential sales contributed 24.2 millions (5.8 millions from residential exclusive of space heating and 18.4 millions from residential space heating.) Total commercial sales were up 6.3 million therms and non-interruptible industrial sales rose 9.8 million therms. Interruptible industrial sales, on the other hand, fell by 5.4 million therms. These comparisons are taken from the data in Table I, page 13.

Average revenue per therm sold to ultimate consumers in 1940 was 7.57¢, a slight rise over the 1939 average of 7.44¢. This rise, which is contrary to the usual trend during a period of expanding volume, results in the material gain in sales in the higher rate classifications as discussed above in connection with Total Gas Operating Revenue.

The average number of ultimate consumers served in 1940 rose 2.1% to a total of 1,394,572.

TOTAL RESIDENTIAL SALES, TABLE II,

pages 14 and 15, amounted to \$42,089,000 in 1940, thereby representing 64.23% of total gas operating revenue for the year. The 1940 residential sales were 5.8% more than in 1939. Therm sales rose 9.3% to a total of 283,600,000. Average revenue per therm fell to 14.84¢ from the 1939 figure of 15.33¢. Reference to Table II reveals that throughout the twelve individual companies some reported small declines or very small gains in revenue and therms but several had rather favorable increases which ranged up to 11.0% for revenue and 16.2% for therms incidentally, the company reporting the best performance definitely had the lowest average revenue per therm and the greatest average use per customer although its average revenue per customer was exceeded by three other companies.

RESIDENTIAL SALES, EXCLUSIVE OF SPACE HEATING*

are analyzed in detail in Table III, pages 16 and 17. The combined revenue of the twelve companies from this class of sales was \$33,176,000 in 1940 which was equal to 50.63% of the companies' total gas operating revenue; in other words, the ordinary domestic customer is still the backbone of the gas utility business. The 1940 revenue total from these sales was up only 2.6% from 1939. In fact, none of the companies gained more than 6.6% and one had a drop of 2.3%.

A total of 176,266,000 therms were sold to residential users, other than those classified as space heating, representing a gain of 3.4% over 1939. One company reported an increase of 9.1% in therms but none of the others gained more than 5.4%.

Although the gains in both revenue and therms were rather small in percentage terms, it may be noted that in 1939 both of these items were actually down slightly from the 1938 levels.

* Includes sales to residential customers for cooking, lighting, water heating, refrigeration and other domestic purposes except in those cases where such sales may have been included in Residential Space Heating. See footnote (*) Table IV, page 18.

Average revenue per therm was 18.82¢ in 1940, or substantially the same as the 1939 average of 18.95¢. Average use per customer rose two therms to 139. Average revenue per customer was up from \$25.89 to \$26.07. These averages vary considerably among the companies. For example, average use per customer ranged from 89 to 187 therms - more than 2 to 1. Average revenue per customer varied from \$24.14 to \$40.94, but only one company exceeded \$31.83.

RESIDENTIAL SPACE HEATING SALES, TABLE IV,

pages 18 and 19, made substantial gains in 1940. Revenue totalled \$8,913,000, up 19.5%, and represented 13.60% of total gas operating revenue. Therm sales rose 20.7% to a total of 107,312,000. Furthermore, the average number of customers increased by 12.1% to 45,735. This latter figure, however, compares with a total of 1,292,444 residential customers exclusive of space heating. In other words, relatively few of the residential customers connected to the companies' lines use gas for space heating purposes. It is interesting to note, however, that these space heating customers used 107,312,000 therms of gas in 1940 as compared with 176,266,000 therms used by all other residential customers.

One company reports no space heating sales and two others have only a very nominal amount. All three of these companies distribute only manufactured gas. For four other companies, residential space heating revenue accounted for 7.45% to 9.46% of total gas operating revenue; for the five remaining companies residential space heating revenue comprised 18.13% to 25.57% of total gas operating revenue.

As already noted, this class of business rose materially in 1940. It should also be pointed out that each company reporting residential space heating sales had a definitely good percentage gain in revenue, therm sales and customers.

Average revenue per therm from residential space heating sales was 8.31¢ in 1940, about the same as 1939 when the average was 8.39¢. For the individual companies this average ranged

from 6.71¢ to 12.43¢ but for companies engaged in any material degree in space heating sales the top average was 9.75¢.

Use per average customer was 2,346 therms in 1940, a rise of 7.7% over the 2,179 therms in 1939. Except for Illinois Northern Utilities Company (manufactured gas only) with an average of 1,856 therms and Peoples Power Company (straight natural gas) with an average of 1,860 therms, use per average customer ranged from 2,098 to 2,706 therms, the top figure being reported by Public Service Company of Northern Illinois.

The average annual bill per customer was \$194.88 in 1940 as compared with \$182.85 in 1939. In 1940 for the individual companies this average varied from \$157.95 to \$232.61.

TOTAL COMMERCIAL SALES, TABLE V,

pages 20 and 21, were \$7,817,000 in 1940, or 6.7% more than the 1939 total of \$7,325,000, which, as hereinabove noted, was down slightly from 1938. Revenue from commercial sales accounted for 11.93% of total gas operating revenue in the past year.

The 1940 consumption by commercial users was 73,413,000 therms as compared with 67,110,000 therms in 1939, a gain of 9.4%. Average use per customer rose from 981 to 1,065 therms. Revenue per therm declined slightly to 10.65¢ from 10.92¢ in 1939.

Table V reveals that all companies had increased commercial revenue in 1940, ranging from 4.0% to 18.4%. Therm sales made moderately larger gains.

The commercial account includes sales made for a wide variety of uses, such as the dentist's small heating flame to store heating and summer off-peak water heating in large office buildings. These qualifications must be kept in mind in connection with the various ratios given in Table V.

INDUSTRIAL NON-INTERRUPTIBLE SALES, TABLE VI,

page 22, amounted to only \$4,876,000 in 1940 but were 14.5% greater than in 1939. Therms sold in this classification increased 15.2% to a total of 74,181,000. However, three companies reported

rather marked reductions in both revenue and therms and a fourth company sold 10.6% less therms for 3.0% more dollars. With one exception the other companies reported fairly large increases in both revenue and sales. The revenue rise went as high as 37.5% and therm sales as high as 58.7%, both by Illinois Iowa Power Company.

Industrial service revenue comprised only 7.45% of total gas operating revenue in 1940. For several companies the relative amount of revenue in this category was nominal; in fact only two companies received more than 10% of their total gas revenue from industrial sales.

INDUSTRIAL INTERRUPTIBLE SALES, TABLE VII,
page 23, rose slightly, 2.8%, in terms of revenue but fell 1.4% in therms. The \$6,429,000 of revenue from these sales in 1940 amounted to 9.81% of total gas operating revenue.

Only eight of the twelve companies sell industrial gas on an interruptible basis. These eight all have some natural gas available to them, whereas the four companies with no interruptible sales deal entirely in manufactured gas.

The physical volume of industrial interruptible sales was 377,970,000 therms in 1940, a drop of 1.4% from 1939. Some of the individual companies reported increases, however, amounting to 90.7% in one case (but the volume was small in both years in this instance.) The total of 377,970,000 therms sold on an interruptible basis represented 56.66% of all therms sold to ultimate consumers.

PUBLIC STREET AND HIGHWAY LIGHTING SALES, TABLE VIII,
page 24, were reported by only three companies and were quite nominal in every case.

OTHER SALES TO PUBLIC AUTHORITIES, TABLE IX,
page 25, were reported by only five companies. While sales in this category were but little more than street and highway lighting sales, the trend was upward in 1940 rather than downward as was true of the street lighting classification.

SALES TO OTHER GAS UTILITIES, TABLE XI,

page 27, were made by four of the twelve companies but were relatively unimportant except in the case of The Peoples Gas Light and Coke Company.

INTERDEPARTMENTAL SALES, TABLE XII,

page 28, were reported by only two companies and in both cases the amounts were negligible.

OTHER GAS REVENUE, TABLE XIV,

page 30, amounted to \$1,162,000 or 1.77% of total gas operating revenue in 1940. Revenue in this classification increased 7.2% over 1939 although four of the companies had less revenue from this source last year. This revenue account includes forfeited discounts, rent from gas property and appliances and other miscellaneous items of revenue from operations. The principal item is forfeited discounts.

Table I#

ILLINOIS GAS UTILITIES*
GAS SALES BY CLASS OF SERVICE**
Analysis of Twelve Companies, Whose Sales to Ultimate Consumers
Account for More Than 99% of the Total for the State

	REVENUE			THERMS			AVERAGE NUMBER OF CUSTOMERS			REVENUE PER THERM		% TOTAL OPERATING REVENUE
	1940	1939	% Change	1940	1939	% Change	1940	1939	% Change	1940	1940	
TOTAL GAS OPERATING REVENUES	\$65,525,317	\$61,779,610(1)	6.1%									100.00%
Other Gas Revenues	1,162,358	1,084,111	7.2									1.77
Total Gas Sales	64,362,959	60,695,499(1)	6.0	883,160,912	838,638,382(1)	5.3%	1,394,577	1,365,520(1)	2.1%	7.29¢		98.23
Interdepartmental Sales	8,809	7,677	14.7	180,217	159,505	13.0	-	-	-	4.89		0.01
Sales to Other Gas Utilities	3,073,045	3,000,806(1)	2.4	72,991,622	63,341,068	15.2	5	5	0.0	4.21		4.69
Total Sales to Ultimate Consumers	61,281,105	57,687,016(1)	6.2	809,989,073	775,137,809(1)	4.5	1,394,572	1,365,515(1)	2.1	7.57		93.52
Total Residential Sales	42,088,512	39,784,581(1)	5.8	283,578,215	259,442,890(1)	9.3	1,318,179	1,289,529(1)	2.2	14.84		64.23
Residential Sales, exclusive of Space Heating	33,175,798	32,323,633(1)	2.6	176,266,010	170,541,716(1)	3.4	1,272,444	1,248,726(1)	1.9	18.82		50.63
Residential Space Heating Sales	8,912,714	7,460,948(1)	19.5	107,312,205	88,901,174	20.7	45,735	40,803(1)	12.1	8.31		13.61
Total Commercial Sales	7,817,367	7,325,074(1)	6.7	73,412,713	67,109,694(1)	9.4	68,911	68,441	0.7	10.65		11.93
Industrial Non-Interruptible	4,875,676	4,259,227(1)	14.5	74,181,347	64,397,250(1)	15.2	7,212	7,291(1)	-1.1	6.57		7.44
Industrial Interruptible	6,428,979	6,252,586	2.8	377,970,252	383,406,309	-1.4	157	143	9.8	1.70		9.81
Public Street & Highway Lighting	30,161	30,612	-1.5	430,468	437,679	-1.6	3	3	0.0	7.01		0.05
Other Sales to Public Authorities	40,410	34,936	15.7	416,078	343,987	21.0	110	108(1)	1.9	9.71		0.06

See footnotes on the following supporting tables

* Twelve large companies. See page 2 for list.

** Intercompany transactions have not been eliminated.

(1) Revised since publication of Research Bulletin #31.

Table II
ILLINOIS GAS UTILITIES
TOTAL RESIDENTIAL SALES

	REVENUE		% Change	THERMS		% Change	AVERAGE NUMBER OF CUSTOMERS		
	1940	1939		1940	1939		1940	1939	% Change
TOTAL 12 COMPANIES	\$42,088,512	\$39,784,581	5.8%	283,578,215	259,442,890(1)	9.3%	1,318,179	1,289,529(1)	2.2%
TOTAL 12 COMPANIES, excl. of Peoples Gas Lt. & Coke Co.	19,961,560	18,657,116	7.0	135,131,535	120,989,201(1)	11.7	522,676	506,270(1)	3.2
Cent. Ill. Elec. & Gas Co.	974,508	941,637	3.5	4,800,507	4,572,066	5.0	31,659	30,777	2.9
Central Illinois Light Company	2,005,121	1,806,728	11.0	17,829,702	15,344,916	16.2	49,937	47,522	5.1
Cent. Ill. Pub. Ser. Co.	741,299	687,671	7.8	4,940,303	4,321,746	14.3	22,166	21,603	2.6
Illinois Iowa Power Company	2,397,068	2,331,171	2.8	12,626,991	11,793,025	7.1	86,659	84,107(1)	3.0
Ill. Northern Utilities Co.	410,193	405,457	1.2	1,567,947	1,547,349	1.3	14,692	14,454	1.6
North Shore Gas Company	1,350,626	1,275,493	5.9	8,114,931	7,356,352	10.3	26,278	25,702	2.2
Peoples Gas Light & Coke Co.	22,126,952	21,127,465	4.7	148,446,680	138,453,689	7.2	795,503	783,250	1.6
Peoples Power Company	606,759	551,363	10.0	3,842,903	3,351,101	14.7	20,025	19,303	3.7
Pub. Ser. Co. of No. Ill.	7,025,174	6,470,283	8.6	53,054,639	47,013,008	12.9	157,957	152,331	3.7
Union Electric Co. of Illinois	112,787	115,413	-2.3	415,004	425,406(1)	-2.4	4,640	4,625	0.3
Union Gas & Electric Company	247,465	244,503	1.2	1,184,692	1,158,715	2.2	9,110	8,932	2.1
Western United Gas & Elec. Co.	4,090,560	3,827,397	6.9	26,753,916	24,105,517	11.0	99,547	96,003	2.7

(1) Revised since publication of Research Bulletin #31.

Table II (Continued)
ILLINOIS GAS UTILITIES
TOTAL RESIDENTIAL SALES

	REVENUE PER THERM		THERMS PER CUSTOMER		REVENUE PER CUSTOMER		% TOTAL OPERATING REVENUE
	1940	1939	1940	1939	1940	1939	
TOTAL 12 COMPANIES							
TOTAL 12 COMPANIES, excl. of Peoples Gas Lt. & Coke Co.	14.84¢	15.33¢	215	201	\$31.93	\$30.85	64.23%
Peoples Gas Lt. & Coke Co.	14.77	15.42	259	239	38.19	36.85(1)	71.29
Cent. Ill. Elec. & Gas Co.	20.30	20.60	152	149	30.78	30.60	73.62
Central Illinois Light Co.	11.25	11.77	357	323	40.15	38.02	65.17
Cent. Ill. Pub. Ser. Co.	15.01	15.91	223	200	33.44	31.83	73.18
Illinois Iowa Power Company	18.98	19.77	146	140	27.66	27.72(1)	74.64
Ill. Northern Utilities Co.	26.16	26.20	107	107	27.92	28.05	79.77
North Shore Gas Company	16.64	17.24	309	286	51.40	49.62	86.91
Peoples Gas Light & Coke Co.	14.91	15.26	187	177	27.82	26.97	58.96
Peoples Power Company	15.79	16.45	192	174	30.30	28.56	51.60
Pub. Ser. Co. of No. Ill.	13.24	13.76	336	309	44.48	42.48	65.11
Union Electric Co. of Illinois	27.18	27.13(1)	89	92(1)	24.31	24.95	79.85
Union Gas & Electric Company	20.89	21.10	130	130	27.15	27.37	77.99
Western United Gas & Elec. Co.	15.29	15.88	269	249	41.09	39.50	83.78

(1) Revised since publication of Research Bulletin #31.

Table III
ILLINOIS GAS UTILITIES
RESIDENTIAL SALES EXCLUSIVE OF SPACE HEATING*

	REVENUE			THERMS			AVERAGE NUMBER OF CUSTOMERS		
	1940	1939	% Change	1940	1939	% Change	1940	1939	% Change
TOTAL 12 COMPANIES	\$33,175,798	\$32,323,633	2.6%	176,266,010	170,541,716 ⁽¹⁾	3.4%	1,272,444	1,248,726 ⁽¹⁾	1.9%
TOTAL 12 COMPANIES, excl. of Peoples Gas Lt. & Coke Co.	14,430,244	14,048,009	2.7	68,505,012	65,998,657 ⁽¹⁾	3.8	496,041	482,878 ⁽¹⁾	2.7
Cent. Ill. Elec. & Gas Co.	875,874	854,909	2.5	3,768,526	3,674,144	2.6	31,167	30,329	2.8
Central Illinois Light Co.	1,313,943	1,232,431	6.6	7,523,984	6,893,992	9.1	45,561	43,519	4.7
Cent. Ill. Pub. Ser. Co.	557,614	539,000	3.5	2,361,281	2,280,836	3.5	21,114	20,677 ⁽¹⁾	2.1
Illinois Iowa Power Company	2,151,371	2,123,098	1.3	9,432,191	9,240,706	2.1	85,426	83,075 ⁽¹⁾	2.8
Ill. Northern Utilities Co.	408,116	403,683	1.1	1,551,240	1,532,774	1.2	14,683	14,444	1.7
North Shore Gas Company	1,010,466	1,003,283	0.7	4,625,079	4,586,705	0.8	24,681	24,308	1.5
Peoples Gas Light & Coke Co.	18,745,554	18,275,624	2.6	107,760,998	104,543,059	3.1	776,403	765,848	1.4
Peoples Power Company	495,510	474,298	4.5	2,609,460	2,494,600	4.6	19,362	18,834	2.8
Pub. Ser. Co. of No. Ill.	4,266,464	4,169,467	2.3	20,962,585	20,355,992	3.0	146,097	142,040	2.9
Union Electric Co. of Illinois	112,787	115,413	-2.3	415,004	425,406 ⁽¹⁾	-2.4	4,640	4,625	0.3
Union Gas & Electric Company	238,872	237,278	0.7	1,100,575	1,089,988	1.0	9,079	8,899	2.0
Western United Gas & Elec. Co.	2,999,227	2,895,149	3.6	14,155,087	13,423,514	5.4	94,231	92,128	2.3

* Includes all sales of gas to residential customers for lighting, cooking, water heating, refrigeration and other domestic purposes except those classified as Residential Space Heating (see footnote (*), Table IV.)

(1) Revised since publication of Research Bulletin #31.

Table III (Continued)
ILLINOIS GAS UTILITIES
RESIDENTIAL SALES EXCLUSIVE OF SPACE HEATING*

	REVENUE PER THERM		THERMS PER CUSTOMER		REVENUE PER CUSTOMER		% TOTAL OPERATING REVENUE
	1940	1939	1940	1939	1940	1939	
TOTAL 12 COMPANIES	18.82¢	18.95¢	139	137	\$26.07	\$25.89(1)	50.63%
TOTAL 12 COMPANIES, excl. of Peoples Gas Lt. & Coke Co.	21.06	21.29(1)	138	137	29.09	29.09(1)	51.54
Cent. Ill. Elec. & Gas Co.	23.24	23.27	121	121	28.10	28.19	66.17
Central Illinois Light Co.	17.40	17.88	165	158	28.84	28.32	42.71
Cent. Ill. Pub. Ser. Co.	23.61	23.63	112	110	26.41	26.07	55.05
Illinois Iowa Power Company	22.81	22.98	110	111	25.18	25.56(1)	66.99
Ill. Northern Utilities Co.	26.31	26.34	106	106	27.80	27.95	79.37
North Shore Gas Company	21.85	21.87	187	189	40.94	41.27	65.02
Peoples Gas Lt. & Coke Co.	17.40	17.48	139	137	24.14	23.86	49.95
Peoples Power Company	18.99	19.01	135	132	25.59	25.18	42.14
Pub. Ser. Co. of No. Ill.	20.35	20.48	143	143	29.20	29.35	39.54
Union Electric Co. of Illinois	27.18	27.13(1)	89	92(1)	24.31	24.95	79.85
Union Gas & Electric Company	21.70	21.77	121	122	26.31	26.66	75.28
Western United Gas & Electric Co.	21.19	21.57	150	146	31.83	31.43	61.43

* See footnote (*) on Table II, page 16.
(1) Revised since publication of Research Bulletin #31.

Table IV.
ILLINOIS GAS UTILITIES
RESIDENTIAL SPACE HEATING SALES*

	REVENUE			THERMS		AVERAGE NUMBER OF CUSTOMERS	
	1940	1939	% Change	1940	1939	1940	1939
TOTAL 12 COMPANIES							
TOTAL 12 COMPANIES, excl. of							
Peoples Gas Lt. & Coke Co.	\$8,912,714	\$7,460,948	19.5%	107,312,205	88,901,174	45,735	40,803 ⁽¹⁾
Cent. Ill. Elec. & Gas Co.	5,531,316	4,609,107	20.0	66,626,523	54,990,544	26,635	23,392 ⁽¹⁾
Central Illinois Light Co.	98,633	86,728	13.7	1,031,981	897,922	492	448
Cent. Ill. Pub. Ser. Co.	691,178	574,297	20.4	10,305,718	8,450,924	4,376	4,003
Illinois Iowa Power Company	183,686	148,671	23.6	2,579,022	2,040,910	1,052	926
	245,697	208,073	18.1	3,194,800	2,552,319	1,233	1,032 ⁽¹⁾
Ill. Northern Utilities Co.	2,077	1,774	17.1	16,707	14,575	9	10
North Shore Gas Company	340,160	272,210	25.0	3,489,852	2,769,647	1,597	1,395
Peoples Gas Lt. & Coke Co.	3,381,398	2,851,841	18.6	40,685,682	33,910,630	19,100	17,411
Peoples Power Company	111,249	77,065	44.4	1,233,443	856,501	663	474
Pub. Ser. Co. of Mo. Ill.	2,758,710	2,300,816	19.9	32,092,054	26,657,016	11,860	10,291
Union Electric Co. of Illinois	-	-	-	-	-	-	-
Union Gas & Elec. Company	8,593	7,225	18.9	84,117	68,727	37	33
Western United Gas & Elec. Co.	1,091,333	932,248	17.1	12,598,829	10,682,003	5,316	4,780

* Includes gas sold under separately metered space heating rates and gas used for space heating and for residential purposes other than space heating in the case of sales under combination rates which do not provide for the quantity of gas used for space heating. All other residential sales are included in Table III.

(1) Revised since publication of Research Bulletin #31.

Table IV (Continued)
ILLINOIS GAS UTILITIES
RESIDENTIAL SPACE HEATING SALES*

	REVENUE PER THERM		THERMS PER CUSTOMER		REVENUE PER CUSTOMER		% TOTAL OPERATING REVENUE
	1940	1939	1940	1939	1940	1939	
TOTAL 12 COMPANIES	8.31¢	8.39¢	2,346	2,179	\$194.88	\$182.85(1)	13.60%
TOTAL 12 COMPANIES, excl. of Peoples Gas Lt. & Coke Co.	8.30	8.38	2,501	2,351	207.67	197.04(1)	19.75
Cent. Ill. Elec. & Gas Co.	9.56	9.66	2,098	2,004	200.47	193.59	7.45
Central Illinois Light Co.	6.71	6.80	2,355	2,111	157.95	143.47	22.46
Cent. Ill. Pub. Ser. Co.	7.12	7.28	2,452	2,204	174.61	160.55	18.13
Illinois Iowa Power Company	7.69	8.15	2,591	2,473(1)	199.27	201.62(1)	7.65
Ill. Northern Utilities Co.	12.43	12.17	1,856	1,458	230.78	177.40	0.40
North Shore Gas Company	9.75	9.83	2,185	1,985	213.00	195.13	21.89
Peoples Gas Lt. & Coke Co.	8.31	8.41	2,130	1,948	177.04	163.80	9.01
Peoples Power Company	9.02	9.00	1,860	1,807	167.80	162.58	9.46
Pub. Ser. Co. of No. Ill.	8.60	8.63	2,706	2,590	232.61	223.58	25.57
Union Electric Co. of Illinois	-	-	-	-	-	-	-
Union Gas & Electric Company	10.22	10.51	2,273	2,083	232.24	218.94	2.71
Western United Gas & Elec. Co.	8.66	8.73	2,370	2,235	205.29	195.03	22.35

* See footnote (*) Table IV, page 18.

Table V
ILLINOIS GAS UTILITIES
TOTAL COMMERCIAL SALES*

	REVENUE		% Change	THERMS			AVERAGE NUMBER OF CUSTOMERS		
	1940	1939		1940	1939	% Change	1940	1939	% Change
TOTAL 12 COMPANIES									
TOTAL 12 COMPANIES, excl. of Peoples Gas Lt. & Coke Co.	\$7,817,367	\$7,325,074	6.7%	:	73,412,713	(1) 9.1%	68,911	68,441	0.7%
Cent. Ill. Elec. & Gas Co.	2,685,561	2,457,872	9.3	:	19,990,590	(1) 14.0	26,582	25,730	3.3
Central Illinois Light Co.	143,426	134,733	6.5	:	964,347	9.1	1,571	1,565	0.4
Cent. Ill. Pub. Ser. Co.	317,067	294,279	7.7	:	2,875,241	11.9	2,869	2,812	2.0
Illinois Iowa Power Company	198,769	167,899	18.4	:	2,207,810	23.5	2,151	2,027	6.1
	456,643	418,459	9.1	:	2,724,718	15.4	5,963	5,698	4.7
Ill. Northern Utilities Co.	62,919	58,575	7.4	:	314,058	10.8	1,007	996	1.1
North Shore Gas Company	112,090	106,003	5.7	:	714,144	5.6	532	492	8.1
Peoples Gas Light & Coke Co.	5,131,806	4,867,202	5.4	:	53,422,123	7.8	42,329	42,711	-0.9
Peoples Power Company	132,417	117,723	12.5	:	923,329	18.1	1,772	1,748	1.4
Pub. Ser. Co. of No. Ill.	879,994	799,821	10.0	:	6,571,736	14.1	8,944	8,688	2.9
Union Electric Co. of Illinois	25,209	24,244	4.0	:	115,667	5.9	360	373	-3.5
Union Gas & Electric Company	43,896	41,063	6.9	:	226,081	7.7	562	530	6.0
Western United Gas & Electric Co.	313,131	295,073	6.1	:	2,353,459	11.1	851	801	6.2

* Includes sales to commercial customers using gas for space heating.
(1) Revised since publication of Research Bulletin #31.

TABLE V (Continued)
ILLINOIS GAS UTILITIES
TOTAL COMMERCIAL SALES*

	REVENUE PER THERM		THERMS PER CUSTOMER		REVENUE PER CUSTOMER		% TOTAL OPERATING REVENUE
	1940	1939	1940	1939	1940	1939	
TOTAL 12 COMPANIES							
TOTAL 12 COMPANIES, excl. of Peoples Gas Lt. & Coke Co.	10.65¢	10.92(1)	1,065	981	\$113.44	\$107.03	11.93%
Cent. Ill. Elec. & Gas Co.	13.43	14.01	752	682	101.03	95.53	9.59
Central Illinois Light Co.	14.87	15.24	614	565	91.30	86.09	10.83
Cent. Ill. Pub. Ser. Co.	11.03	11.45	1,002	914	110.51	104.65	10.30
Illinois Iowa Power Company	9.00	9.39	1,026	882	92.41	82.83	19.62
	16.76	17.72	457	414	76.58	73.44	14.22
Ill. Northern Utilities Co.	20.03	20.66	312	285	62.48	58.81	12.24
North Shore Gas Company	15.70	15.68	1,342	1,374	210.70	215.45	7.21
Peoples Gas Light & Coke Co.	9.61	9.82	1,262	1,161	121.24	113.96	13.68
Peoples Power Company	14.34	15.06	521	447	74.73	67.35	11.26
Pub. Ser. Co. of No. Ill.	13.39	13.89	735	663	98.39	92.06	8.16
Union Electric Co. of Illinois	21.79	22.20(1)	321	293	70.03	65.00	17.85
Union Gas & Electric Co.	19.12	19.56	402	396	78.11	77.48	13.84
Western United Gas & Electric Co.	13.31	13.93	2,766	2,644	367.96	368.38	6.41

* See footnote (*) Table V, page 20.
(1) Revised since publication of Research Bulletin #31.

Table VI
ILLINOIS GAS UTILITIES
INDUSTRIAL NON-INTERRUPTIBLE

	REVENUE			THERMS			AVERAGE NUMBERS OF CUSTOMERS			REVENUE PER THERM		% TOTAL OPERATING REVENUE
	1940	1939	% Change	1940	1939	% Change	1940	1939	% Change	1940	1939	
TOTAL 12 COMPANIES	\$4,875,676	\$4,259,227	14.5%	74,181,347	64,397,250(1)	15.2%	7,212	7,291(1)	-1.1%	6.57¢	6.61¢(1)	7.45
TOTAL 12 COMPANIES, excl. of Peoples Gas Lt. & Coke Co.	1,382,352	1,230,937	12.3	23,866,040	22,904,664(1)	4.2	944	930(1)	1.5	5.79	5.37	4.94
Cent. Ill. Elec. & Gas Co.	177,971	153,057	16.3	2,311,187	1,969,784	17.3	144	143	0.7	7.70	7.77	13.45
Central Illinois Light Co.	68,206	90,938	-25.0	888,695	1,463,412	-39.3	67	75	-10.7	7.67	6.21	2.22
Cent. Ill. Pub. Ser. Co.	7,407	5,667	30.7	143,926	109,464	31.5	1	1	0.0	5.15	5.18	0.73
Illinois Iowa Power Company	82,033	59,660	37.5	642,503	404,920	58.7	108	123(1)	-12.2	12.77	14.73	2.55
Ill. Northern Utilities Co.	37,556	43,055	-12.8	244,538	286,968	-14.8	43	45	-4.4	15.36	15.00	7.30
North Shore Gas Company	65,582	53,528	22.5	648,300	512,914	26.4	87	83	4.8	10.12	10.44	4.22
Peoples Gas Lt. & Coke Co.	3,493,324	3,028,290	15.4	50,315,307	41,492,586	21.3	6,268	6,361	-1.5	6.94	7.30(1)	9.31
Peoples Power Company	268,821	206,254	30.3	4,580,193	3,462,743	32.3	36	36	0.0	5.87	5.96	22.86
Pub. Ser. Co. of No. Ill.	350,520	302,983	15.7	5,704,758	4,972,138	14.7	342	317	7.9	6.14	6.09	3.25
Union Electric Co. of Illinois	635	1,974	-67.8	2,953	11,021(1)	73.2	3	3	0.0	21.50	17.91(1)	0.45
Union Gas & Electric Company	15,300	14,454	5.9	94,586	86,452(1)	9.4	17	17	0.0	16.18	16.71(1)	4.82
Western United Gas & Elec. Co.	308,321	299,367	3.0	8,604,401	9,624,848	-10.6	96	87	10.3	3.58	3.11	6.32

(1) Revised since publication of Research Bulletin #31.

TABLE VII
ILLINOIS GAS UTILITIES
INDUSTRIAL INTERRUPTIBLE

	REVENUE			THERMS			AVERAGE NUMBERS OF CUSTOMERS			REVENUE PER THERM		% TOTAL OPERATING REVENUE
	1940	1939	% Change	1940	1939	% Change	1940	1939	% Change	1940	1939	
TOTAL 12 COMPANIES	\$6,428,979	\$6,252,586	2.8%	377,970,252	383,406,309	-1.4%	157	143(1)	9.8%	1.70¢	1.63¢	9.81%
TOTAL 12 COMPANIES, excl. of Peoples Gas Lt. & Coke Co.	3,178,585	2,812,382	13.0	154,887,345	140,377,423	10.3	147	133(1)	10.5	2.05	2.00	11.35
Cent. Ill. Elec. & Gas Co.	10,902	11,008	-1.0	385,720	390,540	-1.2	1	1	0.0	2.83	2.82	0.82
Central Illinois Light Co.	655,340	590,207	11.0	31,443,039	28,654,766	6.2	11	9	22.2	2.08	2.06	21.30
Cent. Ill. Pub. Ser. Co.	54,805	32,014	71.2	2,206,390	1,156,970	90.7	1	1	0.0	2.48	2.77	5.41
Illinois Iowa Power Company	198,415	177,691	11.7	6,216,891	5,288,866	17.5	76	68(1)	11.8	3.19	3.36	6.18
Ill. Northern Utilities Co.	-	-	-	-	-	-	-	-	-	-	-	-
North Shore Gas Company	-	-	-	-	-	-	-	-	-	-	-	-
Peoples Gas Lt. & Coke Co.	3,250,394	3,440,204	-5.5	223,082,907	243,028,886	-8.2	10	10	0.0	1.46	1.42	8.66
Peoples Power Company	156,607	133,220	17.6	6,273,267	5,618,415	11.7	12	11	9.1	2.50	2.37	13.32
Pub. Ser. Co. of No. Ill.	1,992,387	1,707,819	16.7	99,999,647	87,233,758	14.6	42	39	7.7	1.99	1.96	18.46
Union Electric Co. of Illinois	-	-	-	-	-	-	-	-	-	-	-	-
Union Gas & Electric Company	-	-	-	-	-	-	-	-	-	-	-	-
Western United Gas & Elec. Co.	110,129	160,423	-31.3	8,362,391	12,034,108	-30.5	4	4	0.0	1.32	1.33	2.26

(1) Revised since publication of Research Bulletin #31.

Table VIII
ILLINOIS GAS UTILITIES
PUBLIC STREET & HIGHWAY LIGHTING

	REVENUE			THERMS			AVERAGE NUMBER OF CUSTOMERS			REVENUE PER THERM		% TOTAL OPERATING REVENUE	
	1940	1939	% Change	1940	1939	% Change	1940	1939	% Change	1940	1939		
TOTAL 12 COMPANIES	\$30,161	\$30,612	-1.5%	430,468	437,679	-1.6%	:	3	3	0.0%	7.01¢	6.99¢	0.05%
TOTAL 12 COMPANIES, excl. of Peoples Gas Lt. & Coke Co.	4,395	4,376	0.4	27,869	27,735	0.5	:	2	2	0.0	15.77	15.78	0.02
Cent. Ill. Elec. & Gas Co.	-	-	-	-	-	-	:	-	-	-	-	-	-
Cent. Illinois Light Company	-	-	-	-	-	-	:	-	-	-	-	-	-
Cent. Ill. Pub. Ser. Co.	-	-	-	-	-	-	:	-	-	-	-	-	-
Illinois Iowa Power Company	-	-	-	-	-	-	:	-	-	-	-	-	-
Ill. Northern Utilities Co.	2,268	2,268	0.0	13,036	13,035	0.0	:	1	1	0.0	17.40	17.40	0.15
North Shore Gas Company	25,766	26,236	-1.8	402,599	409,944	-1.8	:	1	1	0.0	6.40	6.40	0.07
Peoples Gas Lt. & Coke Co.	-	-	-	-	-	-	:	-	-	-	-	-	-
Peoples Power Company	-	-	-	-	-	-	:	-	-	-	-	-	-
Pub. Ser. Co. of No. Ill.	2,127	2,108	0.9	14,833	14,700	0.9	:	1	1	0.0	14.34	14.34	0.02
Union Electric Co. of Illinois	-	-	-	-	-	-	:	-	-	-	-	-	-
Union Gas & Electric Company	-	-	-	-	-	-	:	-	-	-	-	-	-
Western United Gas & Elec. Co.	-	-	-	-	-	-	:	-	-	-	-	-	-

Table IX
ILLINOIS GAS UTILITIES
OTHER SALES TO PUBLIC AUTHORITIES

	REVENUE			THERMS			AVERAGE NUMBER OF CUSTOMERS			REVENUE PER THERM		% TOTAL OPERATING REVENUE
	1940	1939	% Change	1940	1939	% Change	1940	1939	% Change	1940	1939	
TOTAL 12 COMPANIES	\$40,410	\$34,936	15.7%	416,078	343,987	21.0%	110	108(1)	1.9%	9.71¢	10.16¢	0.06%
TOTAL 12 COMPANIES, ex. of Peoples Gas Lt. & Coke Co.	22,073	17,194	28.4	222,584	159,036	40.0	107	105	1.9	9.92	10.81	0.08
Cent. Ill. Elec. & Gas Co.	6,145	5,399	13.8	48,177	40,869	17.9	69	70	1.4	12.76	13.21	0.46
Central Illinois Light Co.	-	-	-	-	-	-	-	-	-	-	-	-
Cent. Ill. Pub. Ser. Co.	-	-	-	-	-	-	-	-	-	-	-	-
Illinois Iowa Power Co.	-	-	-	-	-	-	-	-	-	-	-	-
Ill. Northern Utilities Co.	-	-	-	-	-	-	-	-	-	-	-	-
North Shore Gas Company	-	-	-	-	-	-	-	-	-	-	-	-
Peoples Gas Lt. & Coke Co.	18,537	17,742	3.4	193,494	184,951	4.6	3	3	0.0	9.48	9.50	0.05
Peoples Power Company	-	-	-	-	-	-	-	-	-	-	-	-
Pub. Ser. Co. of No. Ill.	8,018	4,439	80.6	101,926	57,205	78.2	5	2	150.0	7.87	7.76	0.07
Union Electric Co. of Illinois	-	-	-	-	-	-	-	-	-	-	-	-
Union Gas & Electric Company	3,618	3,621	-0.1	19,411	19,176	1.2	27	27	0.0	18.64	18.88	1.14
Western United Gas & Elec Co. (2)	4,292	3,735	14.9	53,070	41,786	27.0	6	6(1)	0.0	8.09	8.94	0.09

(1) Revised since publication of Research Bulletin #31.
(2) End of year billings for excess over franchise requirements.

Table X
ILLINOIS GAS UTILITIES
TOTAL SALES TO ULTIMATE CONSUMERS*

	REVENUE			THERMS			AVERAGE NUMBERS OF CUSTOMERS			REVENUE PER THERM		% TOTAL OPERATING REVENUE			
	1939		% Change	1940		% Change	1939		% Change	1940			% Change		
	1940	1939		1940	1939		1940	1939							
TOTAL 12 COMPANIES	\$61,281,105	\$57,687,016	6.2%	:	809,989,073	775,137,809 ⁽¹⁾	4.5%	:	1,394,572	1,365,515 ⁽¹⁾	2.1%	:	7.57¢	7.44¢	93.53%
Total 12 COMPANIES, ex. of Peoples Gas Lt. & Coke Co.	27,234,526	25,179,877	8.2	:	334,125,963	301,998,143 ⁽¹⁾	10.6	:	550,458	533,170 ⁽¹⁾	3.2	:	8.15	8.34	97.27
Cent. Ill. Elec. & Gas Co.	1,312,951	1,245,834	5.4	:	8,509,938	7,857,309	8.3	:	33,444	32,556	2.7	:	15.43	15.86	99.18
Central Illinois Light Co.	3,045,734	2,782,152	9.5	:	53,036,677	48,032,657	10.4	:	52,884	50,418	4.9	:	5.74	5.79	98.99
Cent. Ill. Pub. Ser. Co.	1,002,281	893,251	12.2	:	9,498,429	7,375,763	28.8	:	24,319	23,632	2.9	:	10.55	12.11	98.94
Illinois Iowa Power Co.	3,134,159	2,986,981	4.9	:	22,211,103	19,847,817	11.9	:	92,806	89,996 ⁽¹⁾	3.1	:	14.11	15.05	97.59
Ill. Northern Utilities Co.	510,668	507,087	0.7	:	2,126,543	2,117,887	0.4	:	15,742	15,495	1.6	:	24.01	23.94	99.31
North Shore Gas Company	1,530,566	1,437,292	6.5	:	9,490,411	8,558,427	10.9	:	26,898	26,279	2.4	:	16.13	16.79	98.49
Peoples Gas Light & Coke Co.	34,046,579	32,507,139	4.7	:	475,863,110	473,139,666	0.6	:	844,114	832,345	1.4	:	7.15	6.87	90.73
Peoples Power Company	1,164,604	1,008,560	15.5	:	15,619,692	13,214,155	18.2	:	21,845	21,103	3.5	:	7.46	7.63	99.04
Pub. Ser. Co. of No. Ill.	10,258,220	9,287,453	10.5	:	165,447,539	145,049,830	14.1	:	167,291	161,378	3.7	:	6.20	6.40	95.07
Union Electric Co. of Illinois	138,631	141,631	-2.1	:	533,624	545,631 ⁽¹⁾	-2.2	:	5,003	5,001	0.0	:	25.98	25.96 ⁽¹⁾	98.15
Union Gas & Electric Company	310,279	303,641	2.2	:	1,524,770	1,474,274 ⁽¹⁾	3.4	:	9,722	9,506 ⁽¹⁾	2.3	:	20.35	20.60 ⁽¹⁾	97.79
Western United Gas & Elec. Co.	4,826,433	4,585,995	5.2	:	46,127,237	47,924,393	-3.7	:	100,504	97,806 ⁽¹⁾	2.8	:	10.46	9.57	98.86

* See footnotes on supporting tables, preceding.
(1) Revised since publication of Research Bulletin #31.

Table XI
ILLINOIS GAS UTILITIES
SALES TO OTHER GAS UTILITIES

	REVENUE				THERMS			AVERAGE NUMBER OF CUSTOMERS			REVENUE PER THERM			% TOTAL OPERATING REVENUE	
	1940		% Change		1939		% Change	1940		% Change	1940		% Change		
TOTAL 12 COMPANIES	\$3,073,045	\$3,000,806	(1) 2.4%	:	72,991,622	63,341,068	15.2%	:	5	5	0.0%	:	4.21¢	4.74¢	4.69%
TOTAL 12 COMPANIES, ex. of Peoples Gas Lt. & Coke Co.	100,831	92,609	(1) 8.9	:	2,737,316	2,217,120	23.5	:	4	4	0.0	:	3.68	4.18	0.36
Cent. Ill. Elec. & Gas Co.	-	-	-	:	-	-	-	:	-	-	-	:	-	-	-
Central Illinois Light Co.	-	-	-	:	-	-	-	:	-	-	-	:	-	-	-
Cent. Ill. Pub. Ser. Co.	-	-	-	:	-	-	-	:	-	-	-	:	-	-	-
Illinois Iowa Power Co.	52,891	49,179	7.5	:	711,512	661,569	7.5	:	1	1	0.0	:	7.43	7.43	1.65
Ill. Northern Utilities Co.	-	-	-	:	-	-	-	:	-	-	-	:	-	-	-
North Shore Gas Company	-	-	-	:	-	-	-	:	-	-	-	:	-	-	-
Peoples Gas Lt. & Coke Co.	2,972,214	2,908,197	2.2	:	70,254,306	61,123,948	14.9	:	1	1	0.0	:	4.23	4.76	0.1
Peoples Power Company	-	-	-	:	-	-	-	:	-	-	-	:	-	-	-
Pub. Ser. Co. of No. Ill.	46,234	40,889	(1) 13.1	:	2,000,437	1,516,259	31.9	:	2	2	0.0	:	2.31	2.70	0.1
Union Elec. Co. of Illinois	-	-	-	:	-	-	-	:	-	-	-	:	-	-	-
Union Gas & Electric Co.	-	-	-	:	-	-	-	:	-	-	-	:	-	-	-
Western United Gas & Elec.Co.	1,706	2,541	-32.9	:	25,367	39,292	-35.4	:	1	1	0.0	:	6.73	6.47	0.04

(1) Revised since publication of Research Bulletin #31.

Table XIII
ILLINOIS GAS UTILITIES
TOTAL GAS SALES*

	REVENUE			THERMS			AVERAGE NUMBER OF CUSTOMERS			REVENUE PER THERM		% TOTAL OPERATING REVENUE
	% Change			% Change			% Change			1940 1939		
	1940	1939		1940	1939		1940	1939		1940	1939	
TOTAL 12 COMPANIES	\$64,362,959	\$60,695,499 ⁽¹⁾	6.0%	883,160,912	838,638,382 ⁽¹⁾	5.3%	1,394,577	1,365,520 ⁽¹⁾	2.1%	7.29¢	7.24¢ ⁽¹⁾	98.23
TOTAL 12 COMPANIES, ex. of Peoples Gas Lt. & Coke Co.	27,344,166	25,280,163 ⁽¹⁾	8.2	337,043,496	304,374,768 ⁽¹⁾	10.7	550,462	533,174 ⁽¹⁾	3.2	8.11	8.31	97.66
Cent. Ill. Elec. & Gas Co.	1,312,951	1,245,834	5.4	8,509,938	7,857,309	8.3	33,444	32,556	2.7	15.43	15.86	99.18
Central Illinois Light Co.	3,049,555	2,785,487	9.5	53,097,161	48,083,766	10.4	52,884	50,418	4.9	5.74	5.79	99.12
Cent. Ill. Pub. Ser. Co.	1,002,281	893,251	12.2	9,498,429	7,375,763	28.8	24,319	23,632	2.9	10.55	12.11	98.94
Illinois Iowa Power Co.	3,192,038	3,040,502	5.0	23,042,348	20,617,782	11.8	92,807	89,997 ⁽¹⁾	3.1	13.85	14.75	99.39
Ill. Northern Utilities Co.	510,668	507,087	0.7	2,126,543	2,117,887	0.4	15,742	15,495	1.6	24.01	23.94	99.31
North Shore Gas Company	1,530,566	1,437,292	6.5	9,490,411	8,558,427	10.9	26,898	26,279	2.4	16.13	16.79	98.49
Peoples Gas Lt. & Coke Co.	37,018,793	35,415,336 ⁽¹⁾	4.5	546,117,416	534,263,614	2.2	844,115	832,346	1.4	6.78	6.63 ⁽¹⁾	98.65
Peoples Power Company	1,164,604	1,008,560	15.5	15,619,692	13,214,155	18.2	21,845	21,103	3.5	7.46	7.63	99.04
Pub. Ser. Co. of No. Ill.	10,304,454	9,328,342 ⁽¹⁾	10.5	167,447,976	146,566,089	14.2	167,293	161,380	3.7	6.15	6.36	95.50
Union Elec. Co. of Illinois	138,631	141,631	-2.1	533,624	545,631 ⁽¹⁾	-2.2	5,003	5,001	0.0	25.98	29.96 ⁽¹⁾	96.15
Union Gas & Electric Co.	310,279	303,641	2.2	1,524,770	1,474,274 ⁽¹⁾	3.4	9,722	9,506	2.3	20.35	20.60 ⁽¹⁾	97.79
Western United Gas & Elec. Co.	4,828,139	4,588,536	5.2	46,152,604	47,963,685	-3.8	100,505	97,807 ⁽¹⁾	2.8	10.46	9.57	98.90

* See footnotes on supporting tables, preceding.
(1) Revised since publication of Research Bulletin #31.

Table XIV
ILLINOIS GAS UTILITIES
OTHER GAS REVENUE

	REVENUE			% TOTAL OPERATING REVENUE
	1940	1939	% Change	1940
TOTAL 12 COMPANIES	\$1,162,358	\$1,084,111	7.2%	1.77%
TOTAL 12 COMPANIES, ex. of Peoples Gas Lt. & Coke Co.	655,703	583,760	12.3	2.34
Cent. Ill. Elec. & Gas Co.	10,842	11,020	-1.6	0.82
Central Ill. Light Co.	27,111	25,781	5.2	0.88
Cent. Ill. Pub. Ser. Co.	10,678	10,087	5.9	1.06
Illinois Iowa Power Company	19,590	25,923	-24.4	0.61
Ill. Northern Utilities Co.	3,547	3,608	-1.7	0.69
North Shore Gas Company	23,418	23,135	1.2	1.51
Peoples Gas Lt. & Coke Co.	506,655	500,351	1.3	1.35
Peoples Power Company	11,263	7,910	42.4	0.96
Pub. Ser. Co. of No. Ill.	485,781	412,280	17.8	4.50
Union Elec. Co. of Illinois	2,616	2,434	7.5	1.85
Union Gas & Elec. Co.	7,022	8,371	-16.1	2.21
Western United Gas & Elec. Co.	53,874	53,211	1.2	1.10

Table XV
ILLINOIS GAS UTILITIES
TOTAL GAS OPERATING REVENUE*

	REVENUE		
	1940	1939	% Change
TOTAL 12 COMPANIES	\$65,525,317	\$61,779,610 ⁽¹⁾	6.1%
TOTAL 12 COMPANIES, ex. of Peoples Gas, Lt. & Coke Co.	27,999,869	25,863,923 ⁽¹⁾	8.3
Cent. Ill. Elec. & Gas Co.	1,323,793	1,256,854	5.3
Central Illinois Light Co.	3,076,666	2,811,268	9.4
Cent. Ill. Pub. Ser. Co.	1,012,959	903,338	12.1
Illinois Iowa Power Company	3,211,628	3,066,425	4.7
Ill. Northern Utilities Co.	514,215	510,695	0.7
North Shore Gas Company	1,553,984	1,460,427	6.4
Peoples Gas Lt. & Coke Co.	37,525,448	35,915,687 ⁽¹⁾	4.5
Peoples Power Company	1,175,867	1,016,470	15.7
Pub. Ser. Co. of No. Ill.	10,790,196	9,740,622 ⁽¹⁾	10.8
Union Electric Co. of Ill.	141,247	144,065	-2.0
Union Gas & Electric Co.	317,301	312,012	1.7
Western United Gas & Elec.Co.	4,882,013	4,641,747	5.2

* See footnotes on supporting tables, preceding.

(1) Revised since publication of Research Bulletin #31.

APPENDIX

PERCENTAGE RELATIONSHIP OF THE VARIOUS CLASSES OF CONSUMER SALES TO TOTAL SALES TO ULTIMATE CONSUMERS

In Tables I to XV, inclusive, and throughout the text of this study, the relative importance of revenue from each class of sales in 1940 has been expressed as a percentage of Total Gas Operating Revenues. Inasmuch as the latter total includes revenue from sales to other gas utilities and miscellaneous operating revenues, ratios so computed do not reflect accurately the relative importance of a given class of consumer sales to Total Sales to Ultimate Consumers.

In order to overcome the deficiency of Total Gas Operating Revenue as a common denominator for the measurement of consumer sales, this appendix presents computations of the percentage relationship of each class of consumer sales to Total Sales to Ultimate Consumers. The ratios are computed for both revenue and therms.

Reference to Table A forming a part of this appendix reveals that for the twelve utilities residential service accounted for 69% of the revenue, but required only 35% of the total therms sold to ultimate consumers. Residential service, exclusive of space heating, contributed 54% of the revenue, but required only 22% of the therms. Residential space heating service accounted for approximately $14\frac{1}{2}\%$ of the revenue and $13\frac{1}{4}\%$ of the therms.

The total of all commercial and industrial sales made up a little more than 31% of the revenue but required about 65% of the therms. The commercial sales included in this total comprised about 13% and 9% respectively of revenue and therms. Slightly more than 2% of revenue and therms was contributed by the space heating sales included in the commercial category. Total Industrial Sales produced $18\frac{1}{2}\%$ of the revenue and represented nearly 56% of the therms sold. When the industrial service is broken down into Non-Interruptible and Interruptible classifications, we find the former produced 8% of the revenue

and slightly more than 9% of the therms while the Interruptible classification represented 47% of all therms sold but only 10 $\frac{1}{2}$ % of the revenue.

The detailed computations for the individual companies reveal considerable variation among the companies with regard to the relative importance of each given class of consumer sales. For example, total Residential Sales vary from a high of 88% for one company to a low of 52% for another. Similar wide variation is found for Residential Space Heating service within the Residential service classification. Finally, those companies operating in industrial areas report a much higher portion of commercial and industrial sales than do those companies operating in smaller communities or territories primarily residential in character. As in 1939 one exception is noted in the case of Union Electric Company of Illinois. Although this company serves an industrial community (Alton), it has a comparatively low proportion of industrial business. Less than 1% of its revenue in 1940 came from industrial service and slightly more than 18% came from both commercial and industrial services.

Table A

PERCENTAGE RELATIONSHIP OF REVENUE AND THERMS IN EACH CLASS OF CONSUMER SALES
TO TOTAL SALES TO ULTIMATE CONSUMERS

	Total, 12 Companies		Total, 12 Companies Excl. of Peoples Gas Light & Coke Company		Central Illinois Elec. & Gas Co.		Central Illinois LightCo.		Central Illinois Public Service Co.	
	Revenue	Therms	Revenue	Therms	Revenue	Therms	Revenue	Therms	Revenue	Therms
Total Sales to Ultimate Consumers	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%
Total Residential Sales	68.68	35.01	73.29	40.44	74.22	56.41	65.83	33.62	73.96	52.01
Residential Excl. of Space Heating	54.14	21.76	52.98	20.50	66.71	44.28	43.14	14.19	55.63	24.86
Residential Space Heating	14.54	13.25	20.31	19.94	7.51	12.13	22.69	19.43	18.33	27.15
Total Commercial & Industrial Sales	31.20	64.89	26.61	59.48	25.31	43.02	34.17	66.38	26.04	47.99
Total Commercial Sales	12.76	9.06	9.86	5.98	10.92	11.33	10.41	5.42	19.83	23.24
Commercial, Excl. of Space Heating	10.64	7.02	8.20	4.23	9.43	8.96	8.34	3.49	15.03	15.74
Commercial Space Heating	2.12	2.04	1.66	1.75	1.49	2.37	2.07	1.93	4.80	7.50
Total Industrial	18.44	55.82	16.75	53.50	14.39	31.69	23.76	60.96	6.21	24.75
Industrial Non-Interruptible	7.95	9.16	5.08	7.14	13.56	27.16	2.24	1.68	0.74	1.52
Industrial Interruptible	10.49	46.66	11.67	46.36	0.83	4.53	21.52	59.28	5.47	23.23
Public Street & Highway Lighting	0.05	0.05	0.02	0.01	-	-	-	-	-	-
Other Sales to Public Authorities	0.07	0.05	0.08	0.07	0.47	0.57	-	-	-	-

Table A (Continued)
PERCENTAGE RELATIONSHIP OF REVENUE AND THERMS IN EACH CLASS OF CONSUMER SALES
TO TOTAL SALES TO ULTIMATE CONSUMERS

	Illinois Iowa Power Co.		Illinois Northern Utilities Co.		North Shore Gas Co.		Peoples Gas, Light & Coke Co.		Peoples Power Company	
	Revenue	Therms	Revenue	Therms	Revenue	Therms	Revenue	Therms	Revenue	Therms
Total Sales to Ultimate Consumers	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%
Total Residential Sales	76.48	56.85	80.33	73.73	88.24	85.50	64.99	31.20	52.10	24.60
Residential, Excl. of Space Heating	68.64	42.47	79.92	72.95	66.02	48.73	55.06	22.65	42.55	16.70
Residential Space Heating	7.84	14.38	0.41	0.78	22.22	36.77	9.93	8.55	9.55	7.90
Total Commercial & Industrial Sales	23.52	43.15	19.67	26.27	11.61	14.36	34.88	68.68	47.90	75.40
Total Commercial Sales	14.57	12.27	12.32	14.77	7.32	7.53	15.07	11.23	11.37	5.91
Commercial, Excl. of Space Heating	12.96	9.56	12.32	14.77	6.74	6.65	12.59	8.98	10.46	5.14
Commercial, Space Heating	1.61	2.71	-	-	0.58	0.88	2.48	2.25	0.91	0.77
Total Industrial	8.95	30.88	7.35	11.50	4.29	6.83	19.81	57.45	36.53	69.49
Industrial Non-Interruptible	2.62	2.89	7.35	11.50	4.29	6.83	10.26	10.57	23.08	29.33
Industrial Interruptible	6.33	27.99	-	-	-	-	9.55	46.88	13.45	40.16
Public Street & Highway Lighting	-	-	-	-	0.15	0.14	0.08	0.08	-	-
Other Sales to Public Authorities	-	-	-	-	-	-	0.05	0.04	-	-

Table A (Continued)
 PERCENTAGE RELATIONSHIP OF REVENUE AND THERMS IN EACH CLASS OF CONSUMER SALES
 TO TOTAL SALES TO ULTIMATE CONSUMERS

	Public Service Co. of Northern Ill.		Union Electric Co. of Illinois		Union Gas and Electric Co.		Western United Gas & Electric Co.	
	Revenue	Therms	Revenue	Therms	Revenue	Therms	Revenue	Therms
Total Sales to Ultimate Consumers	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%
Total Residential Sales	68.48	32.07	81.36	77.77	79.75	77.70	84.75	58.00
Residential, Excl. of Space Heating	41.59	12.67	81.36	77.77	76.98	72.18	62.14	30.69
Residential Space Heating	26.89	19.40	-	-	2.77	5.52	22.61	27.31
Total Commercial & Industrial Sales	31.42	67.86	18.64	22.23	19.08	21.03	15.16	41.88
Total Commercial Sales	8.58	3.97	18.18	21.68	14.15	14.83	6.49	5.10
Commercial, Excl. of Space Heating	6.89	2.64	18.18	21.68	13.00	12.83	4.94	3.21
Commercial Space Heating	1.69	1.33	-	-	1.15	2.00	1.55	1.89
Total Industrial	22.84	63.89	0.46	0.55	4.93	6.20	8.67	36.78
Industrial Non-Interruptible	3.42	3.45	0.46	0.55	4.93	6.20	6.39	18.65
Industrial Interruptible	19.42	60.44	-	-	-	-	2.28	18.13
Public Street & Highway Lighting	0.02	0.01	-	-	-	-	-	-
Other Sales to Public Authorities	0.08	0.06	-	-	1.17	1.27	0.09	0.12

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Dwight H. Green, Governor

ILLINOIS ELECTRIC UTILITIES
A Comparative Study of 1941 Sales

Research Bulletin #34

John D. Biggs, Chairman

William Parrillo
Frank Peska
Edwin A. Rosenstone
Val J. Washington, Commissioners
Frank L. Kalteux, Secretary

ILLINOIS COMMERCE COMMISSION
RATES AND RESEARCH SECTION

ILLINOIS ELECTRIC UTILITIES

A Comparative Study of 1941 Sales

As Reported by the Eleven Largest
Electric Utilities Whose Sales to Ultimate
Consumers Account for Approximately 99% of the
Total for the State

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ILLINOIS COMMERCE COMMISSION
Rates and Research Section
Springfield, Illinois

March 13, 1942

Hon. John D. Biggs, Chairman
Illinois Commerce Commission
Springfield, Illinois

Dear Sir:

I transmit herewith Research Bulletin #34
entitled "Illinois Electric Utilities, A Comparative
Study of 1941 Sales."

This study, which has been prepared with
the collaboration of Messrs. Finin, Nelson and
Moreland of the Research staff, continues the series
of analyses of electric sales reported by the
principal electric utilities subject to the juris-
diction of the Illinois Commerce Commission.

The statistical tables, which form the
basic part of this study, constitute a permanent refer-
ence in regard to comparative sales by the companies
during 1940 and 1941. The principal facts revealed
by the tables are discussed briefly in the textual
portion of the report. Supplementing this data, the
text also discusses briefly important trends in
electric sales during the period from 1929 to 1941,
inclusive. Furthermore, a supplementary analysis of
sales to ultimate consumers is presented and explained
in Appendix A.

Yours very truly,

Neil C. Albin

Neil C. Albin,
Senior Statistician
RATES AND RESEARCH SECTION

SPECIAL CONSIDERATIONS AND SOURCES OF INFORMATION

Scope of the Study

Of the thirty privately owned electric utilities operating in the State of Illinois under the jurisdiction of the Illinois Commerce Commission, eleven account for approximately ninety-nine percent of the State's total electric business. Principally for that reason this study is confined to these large companies, as was the practice in most of the preceding issues of this annual analysis of electric sales.⁽¹⁾ The eleven companies referred to are as follows:

Central Illinois Electric & Gas Company,
Central Illinois Light Company,
Central Illinois Public Service Company,
Commonwealth Edison Company,
Illinois Iowa Power Company,
Illinois Northern Utilities Company,
Peoples Power Company,
Produce Terminal Corporation,
Public Service Company of Northern Illinois,
Union Electric Company of Illinois, and
Western United Gas & Electric Company.

Table I, on page 25 is a consolidated revenue account, showing aggregates for revenues, kilowatt-hours and customers covering each class of business for the eleven large companies.

Succeeding Tables II to XIV, inclusive, contain details as to revenue, kilowatt-hours and customers for each individual company, each table covering a particular class of service. Grand totals are also shown on these tables, both inclusive and exclusive of Commonwealth Edison Company. Both 1940 and 1941 data are shown throughout these tables, together with computations showing percentage change from 1940, average revenue per kilowatt-hour, kilowatt-hours per customer, average revenue per customer, and the percentage of total electric operating revenue represented by each account.

In Bulletin #30 an analysis of the trends in Total Sales to Ultimate Consumers and in Residential Sales was made covering an eleven year period from 1929 to 1939, inclusive. This analysis was not continued in Bulletin #32, due to the fact that a complete

(1) See Research Bulletins #4, #14, #18, #20, #24, #27, #30 and #32.

audit of the basic figures was in progress. That audit having now been completed, the study of such trends, with the addition of figures for 1940 and 1941, are here resurveyed and analyzed.

Sources of Information

Monthly reports for December, 1941, supplied the basic data for the years 1941 and 1940 with respect to sales of the eleven utilities here considered. These reports contain revenue, kilowatt-hours and number of customers by classes of service, for the twelve month periods ending December 31, 1940 and December 31, 1941. Data contained in such monthly reports are subject to final audit adjustments and where such adjustments for the year 1940 have been made since publication of Research Bulletin #32, reference thereto is made in a footnote on the statistical tables. However, past experience indicates that such adjustments are minor in character.

The aggregate sales data reflecting the long term trends in Residential Sales and Total Sales to Ultimate Consumers as shown by the tables and charts (Summary of Electric Sales 1929-1941, page 17) were obtained from the annual reports filed by the eleven large electric utilities considered by this study, with the exception of the data for the year 1941, which source of information was the December, 1941 monthly operating reports.

Accounting Considerations

For the purpose of this study, Interdepartmental Sales (Account 607) have not been considered as Sales to Ultimate Consumers. The Peoples Power Company was the only utility to report Other Sales (Account 608). Inasmuch as these sales accounted for less than one-tenth of one percent of Total Sales to Ultimate Consumers, they were included with the company's Small Power and Light Sales.(1)

(1) See page 31, footnote (2); Table V.

Other Considerations

A great many factors influence the ratios shown for each company, and this study being designed solely for the purpose of statistical information, no attempt beyond a few interpretative comments in the text, is made to explain the behavior of the sales trends.

In order to analyze further actual consumer sales, an Appendix has been added to this study for the purpose of discussing the various classes of consumer sales in their relationship to Total Sales to Ultimate Consumers.

COMPARATIVE SALES, 1940-1941

Hereinafter follows a review of the 1940 and 1941 sales of the eleven principal electric utilities operating under the jurisdiction of the Illinois Commerce Commission. The textual part of this study has been prepared primarily for the purpose of calling attention to the major points of interest as reflected by the tabular information, but does not attempt to determine the reasonableness or unreasonableness of the facts shown.

TOTAL ELECTRIC OPERATING REVENUE, TABLE XIV, page 40.

Total revenue of the eleven companies amounted to \$213,471,475 in 1941, an increase of 7.6% over the total of \$198,336,918 for the year 1940. The increases for the individual companies ranged from a high of 15.0% to a low of 5.2%. In the case of some companies the rate of increase is affected by rate reductions and the relative importance of industrial loads and sales to other utilities, which different factors are mentioned in the review of other accounts.

OTHER ELECTRIC OPERATING REVENUE, TABLE XIII, page 39, constitutes a small proportion of the aggregate, i.e., 1.7% of the total operating revenue. This account includes revenue from such sources as forfeited discounts, rent from electric property, etc.

TOTAL SALES OF ELECTRIC ENERGY, TABLE XII, page 38, in addition to sales to ultimate consumers, includes interdepartmental sales and sales to other electric utilities.

INTERDEPARTMENTAL SALES, TABLE XI, page 37. For the comparative period covered by this study only three companies reported interdepartmental sales, which represent energy delivered to co-ordinate departments of corporations engaged in enterprises in addition to electric utility service. The other companies, which in most instances have these interdepartmental sales, do not account for them as sales, consequently because of this lack of uniformity in accounting treatment and in view of the relative

unimportance, for the purpose of this study such sales have not been included as sales to ultimate consumers.

SALES TO OTHER ELECTRIC UTILITIES, TABLE X, page 35. Nine of the eleven companies reported sales to other electric utilities, which also includes in some instances sales to municipalities and REA cooperatives by certain companies.

Although the number of customers decreased from 87 in 1940 to 86 in 1941, revenue increased 7.4% and kilowatt-hours 6.1% for the same period. Central Illinois Light Company's gains of 121.9% in revenue and 176.6% in kilowatt-hours were the largest for any of the nine companies. The percentages of change for the several remaining companies as regards revenue and kilowatt-hour sales, vary widely for the period under comparison and one of the largest companies reporting this class of business showed decreases of 3.1% and 11.7% in revenue and kilowatt-hour sales, respectively.

This type of service, however, cannot be regarded as a major item of interest in the merchandising of electrical energy in the State as a whole.

TOTAL SALES TO ULTIMATE CONSUMERS, TABLE IX, page 35.

Sales to ultimate consumers apparently offers the best measure of the market for electricity that can be obtained, and in 1941 such sales continued to reflect increased industrial activity because of the usual trend of a more rapid rise in physical sales than in revenue. This fact, together with rate reductions, increased the use per customer, effecting a decrease in the average revenue per kilowatt-hour.

In 1941 the revenue totaled \$189,279,229 or 7.9% more than the \$175,397,090 reported for the previous year, and the physical volume of sales amounted to 9,195,743,375 kilowatt-hours, an increase of 13.1% over the comparable year figures of 8,128,550,785 kilowatt-hours for 1940. The average number of customers in 1941 totaled 1,998,434 or slightly less than two million, which is a gain of 2.3% over the 1,953,240 customers for 1940. The 1939-1940 changes revealed increases for all eleven companies of 6.6% in revenue, 9.7% in kilowatt-hours and 2.3% in customers.

For the utilities included in this study, other than Commonwealth Edison Company, revenue from ultimate consumer sales in 1941 amounted to \$91,353,765 or 10.9% more than the \$82,343,900 for 1940. Kilowatt-hour sales were up 19.4%, rising from 3,535,443,488 in 1940 to 4,219,825,746 in 1941. The average number of customers increased 3.5%.

For the Commonwealth Edison Company alone, which operates in the corporate limits of the city of Chicago, and whose sales approximate one-half of the state's total electric business, revenue increased from \$93,053,190 in 1940 to \$97,925,464 in 1941 or 5.2%. Kilowatt-hour sales increased 8.3% from 4,593,102,297 in 1940 to 4,975,917,329 in 1941. During the same period of comparison the average number of customers for this company increased from 955,941 in 1940 to 965,783 in 1941, or only 1.0%.

All of the eleven companies show increases percentagewise in their revenue, kilowatt-hours and number of customers for the year 1941 as compared to the previous year. Increases in revenue ranged from a high of 20.1% to a low of 5.2%. The rise in kilowatt-hour sales varied from 26.9% for the Union Electric Company of Illinois to 8.3% for the Commonwealth Edison Company, with all except three companies showing gains of 15.0% or better.

Average revenue per kilowatt-hour for all companies decreased from 2.16¢ in 1940 to 2.06¢ in 1941, or 4.6%. For all eleven companies, exclusive of Commonwealth Edison Company, the average revenue per kilowatt-hour dropped 7.3% or from 2.33¢ to 2.16¢. Commonwealth Edison Company's revenue per kilowatt-hour in 1941 for the first time fell below 2.00¢ to 1.97¢, a decrease of 3.0% from the 2.03¢ recorded in 1940. For the eleven companies this measure in 1941 ranged from 1.14¢ to 3.22¢, a spread of 182%.

A comparison of ultimate consumer sales in Illinois with those for the United States as a whole is presented by the following summary:

TOTAL SALES TO ULTIMATE CONSUMERS*

	United States**			Illinois		
	1941	1940	% Change	1941	1940	% Change
Revenue (millions)	\$2,661	\$2,435	9.3%	\$ 189	\$ 175	8.0%
Kilowatt-hours (millions)	139,446	117,917	18.3	9,196	8,129	13.1
Average Number of Customers (thousands)	31,606	30,190	4.7	1,998	1,953	2.3
Revenue per Kilowatt-hour	1.90¢	2.06¢	-7.8%	2.06¢	2.15¢	-4.2%

* Exclusive of Interdepartmental Sales.

** Edison Electric Institute data.

Total kilowatt-hour sales to ultimate consumers in Illinois in 1941 increased 13.1% when compared to 1940, which is noticeably less than the increase of 18.3% for the United States, as reported by the Edison Electric Institute. For the same period Illinois' revenue from sales to ultimate consumers increased 8.0% or slightly less than 9.3% for the United States. The average revenue per kilowatt-hour for Illinois in 1941 was 2.06¢, which is identical with the national average of 1940, but higher than the 1.90¢ shown for the United States in 1941.

RESIDENTIAL SALES, TABLE II, page 26. With the exception of Produce Terminal Corporation, one of the eleven companies included in this study which reported no residential sales, the ten other companies continued to show approximately the same percentages of increase in residential revenue, kilowatt-hours and customers in 1941 over 1940 as recorded in 1940 over 1939. (1)

Revenue rose from \$59,369,355 in 1940 to \$62,495,642 in 1941, a gain of 5.3%. Kilowatt-hour sales totaled 1,604,130,674 in 1941, an increase of 6.9% over the 1,499,940,795 kilowatt-hours shown for the year 1940. The gain in the average number of customers was 2.1% when a total of 1,672,307 was reached in 1941 as compared to the 1,637,664 in 1940. For the period 1939-1940 comparison shows revenue increased 5.0%, kilowatt-hours 7.7% and average number of customers 2.0%.

(1) See Research Bulletin #32, Table II.

During the period of comparison considered by this study, residential revenue ranged from a 9.8% increase for the Central Illinois Electric and Gas Company to a decrease of 0.6% for the Peoples Power Company (now Iowa-Illinois Gas & Electric Company.) The gain in physical volume of sales varied from 12.8% for the Union Electric Company of Illinois to 3.3% for Commonwealth Edison Company. Outside of the latter company and Central Illinois Public Service Company, which registered increases of 3.3% and 8.2%, respectively, all of the other companies reported increases percentagewise of 10.0% or more.

In 1941 average revenue per kilowatt-hour for all companies amounted to 3.90¢ as compared with 3.96¢ in 1940, a decrease of 1.5%. Excluding Commonwealth Edison Company from the totals the average is 4.04¢ in 1941 and 4.14¢ in 1940, which indicates the weight of Commonwealth Edison Company's data in these totals. All companies reported decreases in average revenue per kilowatt-hour in 1941 when compared to 1940, ranging from a low of 3.05¢ for the Central Illinois Light Company, to a high of 5.13¢ for the Central Illinois Public Service Company, which represents a spread of 68.2%. The Central Illinois Light Company's average of 3.05¢ per kilowatt-hour is 21.8% below the average for all companies, and 24.5% below the average for all companies, exclusive of Commonwealth Edison Company. The Central Illinois Public Service Company average of 5.13¢ per kilowatt-hour is 31.5% above the average for all companies and 27.0% above the average for all companies, exclusive of Commonwealth Edison Company.

In 1940 the average annual consumption was 916 kilowatt-hours and in 1941, 959 kilowatt-hours, a gain of 43 kilowatt-hours, or 4.7%. When Commonwealth Edison Company is excluded from the totals the average annual consumption for the remaining companies rose from 903 kilowatt-hours in 1940 to 972 kilowatt-hours in 1941, a gain of 64 kilowatt-hours annually. There is considerable variation in the averages noted for the individual companies. Three companies reported annual averages of 1,000 kilowatt-hours or more and the range from high to low was 1,183 to 713 kilowatt-hours, respectively.

A comparison of residential sales data for Illinois with corresponding figures for the United States as a whole reveals that the rate of increase varies to some extent. The following summary gives a detailed comparison:

Residential Sales

	United States*			Illinois		
	<u>1941</u>	<u>1940</u>	<u>% Change</u>	<u>1941</u>	<u>1940</u>	<u>% Change</u>
Revenue (thousands)	\$938,229	\$895,951	4.7%	\$62,496	\$59,369	5.3%
Kilowatt-hours (millions)	25,124	23,318	7.7	1,604	1,500	6.9
Average Number of Customers (thousands)	26,025 ⁽¹⁾	24,489	6.3	1,673	1,638	2.1
Revenue per Kilowatt-hour	3.73¢	3.84¢	-2.9	3.90¢	3.96¢	-1.5

* Edison Electric Institute data.

(1) Total number of customers as of December 31.

The average revenue per kilowatt-hour in the United States dropped from 3.84¢ in 1940 to 3.73¢ in 1941, or 2.9%, whereas for the same period of comparison the decline in Illinois was 1.5%, or from 3.96¢ in 1940 to 3.90¢ in 1941. Although the increase in revenue for Illinois of 5.3% was higher than the 4.7% for the United States, the reverse is noted when the United State's kilowatt-hour sales rose 7.7%, or slightly more than the 6.9% increase indicated for the State of Illinois.

The average number of customers in Illinois and the United States are not strictly comparable, because the 1941 figures for the United States represent total number of customers as of December 31.

RURAL SALES, TABLE III, page 23. Rural Sales as required by the Uniform System of Accounts⁽¹⁾ state that this account shall include revenue from electric energy supplied to rural and farm customers and billed under distinct rural or farm rates. However, for the nine companies reporting rural sales, uniformity is sadly lacking, which obviously makes the comparison between companies of little value.

(1) General Order 144.

Since rural service revenue for the nine companies amounts to only 2.10% of the total electric operating revenue for the eleven companies⁽¹⁾ and 4.18% of the total operating revenue for the nine companies having rural service, and since the data reported is of little value from a comparative viewpoint, no attempt will be made to analyze this class of business in detail except to show the trend in such sales.

In 1941 the revenue derived from rural sales in Illinois by the utilities under consideration here amounted to \$4,484,631 or 14.5% more than the \$3,916,726 reported for the year 1940. Kilowatt-hours rose from 93,594,823 in 1940 to 112,651,341 in 1941, a gain of 20.4%. Customers reached a total of 68,375 in 1941 as compared to a total of 62,234 in 1940, a gain of 9.9%. Gains in rural service during the past five years have been as follows:

<u>Percentage of Increase Over Preceding Year</u>			
<u>Year</u>	<u>Revenue</u>	<u>Kilowatt-hours</u>	<u>Customers</u>
1937	38.9%	44.4%	34.3%
1938	27.6	33.9	24.3
1939	19.6	27.3	18.6
1940	16.5	22.0	13.5
1941	14.5	20.4	9.9

Since 1937 the percentage rate of growth in rural sales has declined considerably, with the year 1941 proving no exception. During the last three years the percentages of increase have shown a tendency to become more uniform, which apparently may indicate that the rate of growth for this class of business is becoming more stabilized.

LARGE POWER AND LIGHT SALES, TABLE IV, page 30. Commercial and Industrial Sales (Account 602) for the purposes of this study have been segregated between Large Power and Light and Small Power and Light Sales by all of the companies considered herein. In general, most companies have followed as closely as possible the

(1) Commonwealth Edison Company and Produce Terminal Corporation which account for about one-half of the total electric operating revenue, report no rural sales, consequently this percentage is misleading and does not truly reflect the importance of rural service to those companies which do have that class of business.

instructions for segregating such sales which provide that all demands less than 50 kilowatts or consumption less than 180,000 kilowatt-hours per year be classified as Small Power and Light Sales.

Industrial Sales, i.e., Large Power and Light Sales are of particular importance at this time because of the general upward trend in industrial production, apparently due to increased activity in defense work and to a general improvement in business conditions. In addition, industrial sales are of considerable importance because of the fact that they contribute 28.75% of the aggregate total operating revenue of the companies under consideration. In kilowatt-hour sales this class of business is of even greater importance, as may be seen from the fact that in 1941 such sales accounted for 53.46% of the total kilowatt-hour sales to ultimate consumers.

Although there was no decided change in the average number of large power and light customers reported by all eleven companies in 1941 as compared to 1940, the revenue for the same period of comparison, increased from \$54,292,044 to \$61,365,474. Industrial kilowatt-hour sales were up 20.1% to a total of 4,915,937,094, which is slightly over three times the total number of kilowatt-hours sold for residential purposes.

For the ten companies, other than Commonwealth Edison Company, industrial sales reflected larger gains in 1941, namely 19.5% for revenue, and 27.3% for kilowatt-hours.

Revenue increases for individual companies ranged from 29.2% to 3.4%, while kilowatt-hour increases ranged from 37.0% to 14.2%. Three of the companies reported decreases in average number of customers, but one company's decrease of 7.1% was apparently due to a revision in the method of counting customers. Another company reported a gain of 21.9% in its number of large industrial customers.

Revenue per kilowatt-hour in 1941 ranged from 1.81¢ to 0.76¢. All companies, except two, show decreases in their average revenue per kilowatt-hour for 1941 as compared to 1940. One of the two exceptions increased its average from 0.85¢ to 0.87¢, while the average revenue per kilowatt-hour for the other remained the same.

Since rural service revenue for the nine companies amounts to only 2.10% of the total electric operating revenue for the eleven companies⁽¹⁾ and 4.18% of the total operating revenue for the nine companies having rural service, and since the data reported is of little value from a comparative viewpoint, no attempt will be made to analyze this class of business in detail, except to show the trend in such sales.

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Revenue per kilowatt-hour in 1941 ranged from 1.81¢ to 0.76¢. All companies, except two, show decreases in their average revenue per kilowatt-hour for 1941 as compared to 1940. One of the two exceptions increased its average from 0.85¢ to 0.87¢, while the average revenue per kilowatt-hour for the other remained the same.

SUMMARY OF ELECTRIC SALES, 1929 - 1941

Bulletin #30 contained a summary of major trends in electric sales for the eleven year period ending with 1939, together with tables and charts showing significant data concerning sales to ultimate consumers.

These trends were not shown in Bulletin #32, but now that all data for the years 1929-1940, both inclusive, have been thoroughly audited, the study is here resumed, with the addition of data for the year 1941 which is subject to audit adjustment.

The aggregates are for the same eleven companies heretofore referred to as accounting for more than ninety-nine percent of the total electric service in Illinois.

In the case of all mergers and consolidations, data have been adjusted to include sales of predecessors whose identities have been merged with certain of the eleven major companies, thereby presenting data applicable to a comparable group of business units.

The chart appearing on page 18 is based upon the following data:

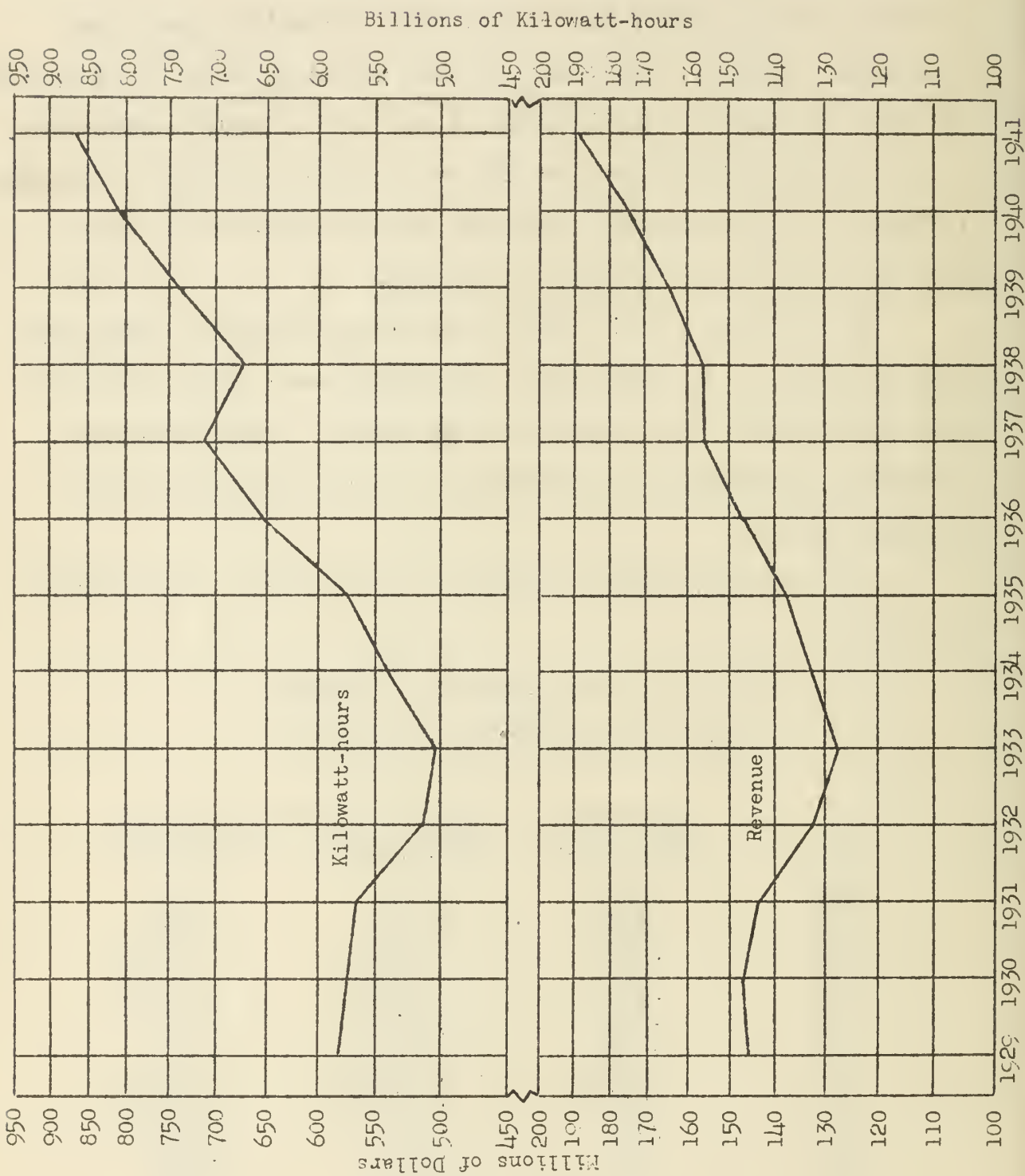
TOTAL SALES TO ULTIMATE CONSUMERS by ELEVEN LARGE ELECTRIC UTILITIES

<u>Year</u>	<u>Revenue (millions)</u>	<u>Kilowatt-hours (millions)</u>	<u>Customers (thousands)</u>
1929	146*	5,837	1,776
1930	147*	5,768	1,806
1931	144*	5,689	1,795(1)
1932	133*	5,112(1)	1,743(1)
1933	128*	5,029(1)	1,709(1)
1934	133*	5,411(1)	1,745(1)
1935	138*	5,771	1,772
1936	148*	6,528(1)	1,811
1937	157(1)	7,151(1)	1,846(1)
1938	157	6,703(1)	1,879(1)
1939	165	7,410	1,913
1940	175	8,129	1,953
1941	189	9,196	1,998

* Includes forfeited discounts.

(1) Revised since publication of Research Bulletin #30.

TOTAL SALES TO ULTIMATE CONSUMERS
by
Eleven Large Illinois Electric Utilities
1929-1941



Total sales to ultimate consumers in 1941 reached a new high of \$139 million of revenue and 9,196 million kilowatt-hours. These figures represent increases over 1940 of 7.9% and 13.1% in revenue and kilowatt-hours, respectively. It will be noted from the foregoing chart that from 1930 to 1933 a decline, both in revenue and kilowatt-hour sales was recorded, and that the rate of decline was sharper in the case of kilowatt-hours than the corresponding decrease in revenue. From 1933 to 1937 the trend was reversed, and the increases percentagewise in physical volume were considerably greater than the gains in revenue.

In 1938 the trend in revenue and kilowatt-hours was slightly downward, due to a decline in industrial activity; but starting with 1939, particularly the last six months thereof, the upward growth has been steady, and as in previous years, kilowatt-hour sales have shown a greater increase than have the corresponding revenues.

A number of factors, in addition to changes in rates, influence the average revenue per kilowatt-hour. The following table indicates a great variation in the rate of decline for the individual companies, the difference being largely the result of shifts in the relative importance of the various classes of consumer sales as compared to total sales. For example, in 1941 the industrial sales of the Illinois Northern Utilities Company accounted for a much greater share of the total physical sales than in 1929 and the average revenue per kilowatt-hour declined 60.0%, whereas it fell only 7.1% for Commonwealth Edison Company during the same period, although a similar situation was true, but to a much less pronounced degree. The average revenue per kilowatt-hour for all eleven companies in 1929 was 2.49¢ as compared with 2.06¢ in 1941, a decrease of 17.3%.

AVERAGE REVENUE PER KILOWATT-HOUR
from
TOTAL SALES TO ULTIMATE CONSUMERS

	<u>1941</u>	<u>1940</u>	<u>1929</u>	<u>% Change 1941 over 1929</u>
Cent. Ill. Elec. & Gas Co.	2.37¢	2.61¢	3.46¢	-31.5%
Central Illinois Light Co.	1.70	1.79	2.41 ⁽¹⁾	-29.5
Cent. Ill. Pub. Ser. Co.	2.99	3.20	3.96	-24.5
Commonwealth Edison Company	1.97	2.03	2.12	-7.1
Illinois Iowa Power Co.	2.40	2.57	3.51	-31.6
Ill. Northern Utilities Co.	2.06	2.08	5.15	-60.0
Peoples Power Company	2.01	2.24	2.89	-30.4
Produce Terminal Corporation	1.42	1.51	1.60	-11.3
Pub. Ser. Co. of Mo. Ill.	2.20	2.39	3.28	-32.9
Union Electric Co. of Ill.	1.14	1.20	1.62	-29.6
Western United Gas & Elec. Co.	3.22	3.39	4.52	-28.8
Total exclusive of Common- wealth Edison Company	2.16¢	2.33¢	3.21¢	-32.7%
Total 11 Companies	2.06¢	2.16¢	2.49¢	-17.3%

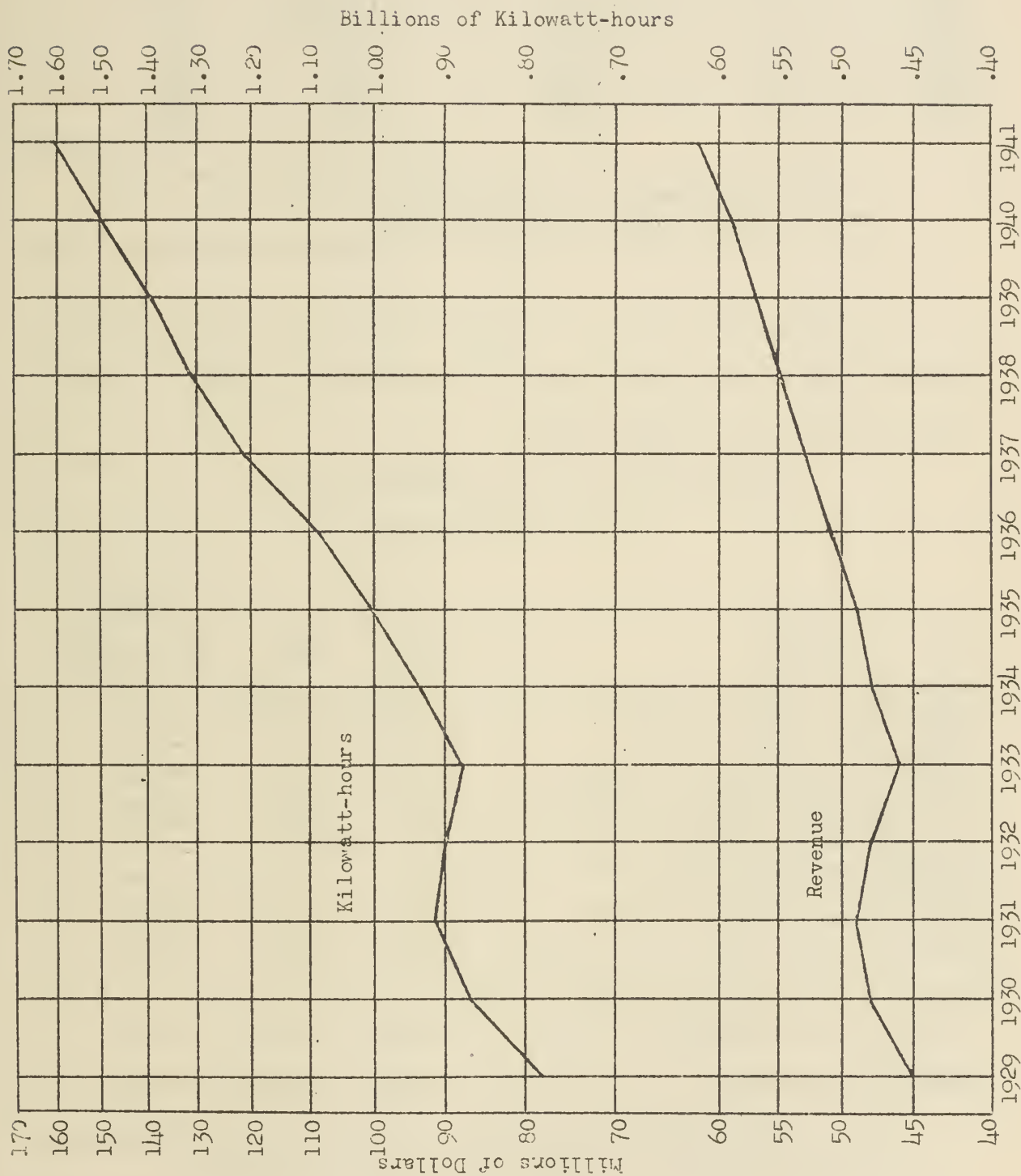
(1) Revised since publication of Research
Bulletin #30.

RESIDENTIAL SALES

With the exception of 1932 and 1933 the trend in this class of business has been steadily upward.

Revenue from residential sales grew from \$45 million in 1929 to \$62 million in 1941, a 37.8% increase. The kilowatt-hour sales during the same period advanced 105.6%, or approximately two and eight-tenths times as fast as revenue. The number of customers increased 13.6%. Average annual consumption per customer increased from 529 kilowatt-hours in 1929 to 959 kilowatt-hours in 1941, a gain of 81.3%.

Residential Sales
by
Eleven Large Illinois Electric Utilities
1929-1941



The foregoing chart is based upon the following data:

Residential Sales
by
Eleven Large Illinois Electric Utilities*

<u>Year</u>	<u>Revenue (millions)</u>	<u>Kilowatt- hours (millions)</u>	<u>Customers (thousands)</u>	<u>Kilowatt- hours per Customer</u>
1929	45**	780	1,472	529
1930	49**	869	1,499	580
1931	49**	915	1,473	622
1932	48**	901	1,435(1)	628
1933	46**	878	1,422	618(1)
1934	48**	937(1)	1,464	640(1)
1935	49**	1,011	1,493(1)	677(1)
1936	51**	1,087	1,524(1)	713(1)
1937	53	1,218	1,558(1)	782
1938	55	1,310	1,581(1)	829
1939	57	1,392	1,608	866
1940	59	1,500	1,638	916
1941	62	1,604	1,673	959

* Exclusive of Produce Terminal Corporation, which reports no residential sales.

** Includes forfeited discounts.

(1) Revised since publication of Research Bulletin #30.

A comparison of the average revenue per kilowatt-hour by individual companies for the years 1929 and 1941 is presented in the following table:

Average Revenue per Kilowatt-Hour
from
Residential Sales

<u>Company</u>	<u>1941</u>	<u>1929</u>	<u>Percentage Change from 1929</u>
Cent. Ill. Elec. & Gas Co.	3.81¢	6.25¢	-39.0%
Central Illinois Light Co.	3.05	5.92(1)	-48.5
Cent. Ill. Pub. Ser. Co.	5.13	7.86	-34.7
Commonwealth Edison Company	3.76	4.73	-20.5
Illinois Iowa Power Company	3.99	8.60	-53.6
Ill. Northern Utilities Co.	4.04	8.28	-51.2
Peoples Power Company	3.37	7.90	-57.3
Produce Terminal Corp. (2)	-	-	-
Pub. Ser. Co. of No. Ill.	4.08	7.73	-47.2
Union Electric Co. of Ill.	3.15	5.32	-40.8
Western United Gas & Elec. Co.	4.51	8.06	-44.0
Total, exclusive of Commonwealth Edison Company	4.04¢	7.63¢	-47.1
Total 11 Companies	3.90¢	5.83¢(1)	-33.1

(1) Revised since publication of Research Bulletin #30.

(2) This company reports no residential sales.

While the preceding table reveals a marked decline in average revenue per kilowatt for each individual company, it must not be assumed the companies received less revenue from this class of business, as the increased use per customer more than off set the decline in average unit revenue. Three companies revealed decreases in revenue per kilowatt-hour of more than 50.0% in 1941 over 1929. With the exception of Commonwealth Edison Company, which recorded a decrease of 20.5%, the decreases of the other six companies ranged from 34.7% to 48.5%. However, it should be borne in mind that Commonwealth Edison Company was considerably below the average of the other companies for the year 1929.

The average revenue per kilowatt-hour of residential sales for the entire United States declined from 6.33¢ in 1929 to 3.73¢ in 1941, or 41.1%, according to statistics compiled by Edison Electric Institute. During the same period the average revenue per kilowatt-hour in Illinois decreased 33.1% or from 5.83¢ to 3.90¢, but when Commonwealth Edison Company's sales are excluded from the total the decrease in average revenue per kilowatt-hour was 47.1%.

The following table presents 1929 and 1941 data as to average annual revenue per customer for each of the ten companies reporting such class of service, where it will be noted that the average revenue per customer in 1941 was \$37.36, compared with \$30.85 in 1929, an increase of 21.1%. Three companies reported increases of over 20.0% in their average annual revenue per customer, with one company reporting a 41.7% increase when its average revenue rose from \$22.82 in 1929 to \$32.34 in 1941. The Public Service Company of Northern Illinois' average revenue per customer of \$38.17 in 1929 and \$44.11 in 1941 was the highest for any of the companies considered.

Average Annual Revenue per Customer
from
Residential Sales

<u>Company</u>	<u>1941</u>	<u>1929</u>	<u>Percentage Change from 1929</u>
Cent. Ill. Elec. & Gas Co.	\$35.53	\$31.63	12.3%
Central Illinois Light Co.	36.02	30.30	18.9
Cent. Ill. Pub. Ser. Co.	36.60	30.22	21.1
Commonwealth Edison Company	35.53	28.87	23.1
Illinois Iowa Power Company	36.93	29.52	25.3
Ill. Northern Utilities Co.	38.78	35.77	8.4
Peoples Power Company	33.48	33.26	0.7
Produce Terminal Corp. (1)	-	-	-
Pub. Ser. Co. of No. Ill.	44.11	38.17	15.6
Union Electric Co. of Illinois	32.34	22.82	41.7
Western United Gas & Elec. Co.	42.04	35.23	19.3
Total, exclusive of Common- wealth Edison Company	\$39.24	\$33.15	18.4%
Total 11 Companies	\$37.36	\$30.85	21.1

(1) This company reports no residential sales.

The information presented in the following table accounts for the difference between total sales to ultimate consumers and residential sales. The largest proportion of this energy is supplied for commercial and industrial purposes, which since 1939, have apparently been responsible for the sharp upward trend. In addition, rural, public street and highway lighting, municipal and other sales are also included.

All Other than Residential Sales
to Ultimate Consumers

<u>Year</u>	<u>Revenue (millions)</u>	<u>Kilowatt-hours (millions)</u>	<u>Customers (thousands)</u>
1929	\$101*	5,057	304
1930	99*	4,899	307
1931	95*	4,774	322(1)
1932	85*	4,211	308
1933	82*	4,151(1)	287(1)
1934	85*	4,474(1)	281(1)
1935	89	4,760	279(1)
1936	97	5,442	287(1)
1937	104(1)	5,933(1)	288(1)
1938	102	5,393(1)	298(1)
1939	108	6,018	305
1940	116	6,629	315
1941	127	7,592	326

* Includes forfeited discounts.

(1) Revised since publication of Research Bulletin #30.

Table I. #
ILLINOIS ELECTRIC UTILITIES*
ELECTRIC SALES BY CLASS OF SERVICE**

	REVENUE			KILOWATT-HOURS			AVERAGE NUMBER OF CUSTOMERS		REVENUE PER KWH	% TOTAL OPERATING REVENUE
	1941		% Change	1940		% Change	1941	1940		
									1941	1941
Total Electric Operating Revenue	\$213,471,475	\$198,336,918 ⁽¹⁾	7.6%							100.00%
Other Electric Revenues	3,655,563	3,748,884 ⁽¹⁾	-3.8							1.71
Total Sales of Electric Energy	209,815,912	194,538,034 ⁽¹⁾	7.9	13,533,166,248	12,216,507,338	10.8%	1,998,520	1,953,327 ⁽¹⁾	1.554	98.29
Interdepartmental Sales	100,069	106,451	-6.0	15,498,493	16,402,822	-5.5	-	-	0.65	0.05
Sales to Other Electric Utilities	20,436,614	19,034,493 ⁽¹⁾	7.4	4,321,924,380	4,071,553,731	6.1	86	87 ⁽¹⁾	0.47	9.57
Total Sales to Ultimate Consumers	189,279,229	175,397,090 ⁽¹⁾	7.9	9,195,743,375	8,128,550,785	13.1	1,998,434	1,953,240 ⁽¹⁾	2.06	88.67
Residential or Domestic Sales	62,495,642	59,369,355	5.3	1,604,180,674	1,499,940,795	6.9	1,672,807	1,637,664 ⁽¹⁾	3.90	29.28
Rural Sales	4,484,631	3,916,726	14.5	112,651,341	93,594,823	20.4	68,375	62,234 ⁽¹⁾	3.98	2.10
Large Power & Light Sales	61,365,474	54,292,044 ⁽¹⁾	13.0	4,915,937,094	4,093,207,265 ⁽¹⁾	20.1	10,119	10,214 ⁽¹⁾	1.25	28.75
Small Power & Light Sales	47,322,873	44,623,760 ⁽¹⁾	6.0	1,288,153,661	1,191,882,356 ⁽¹⁾	8.1	244,989	240,905 ⁽¹⁾	3.67	22.17
Pub. St. & Highway Ltg. Sales	1,846,392	1,776,034 ⁽¹⁾	4.0	58,900,990	47,124,796	25.0	995	985 ⁽¹⁾	3.13	0.86
Other Sales to Pub. Authorities	3,302,966	3,040,028	8.6	265,252,266	256,099,220 ⁽¹⁾	3.6	1,135	1,224 ⁽¹⁾	1.25	1.55
Sales to Railroads & Railways	8,461,251	8,379,143	1.0	950,667,349	946,701,530	0.4	14	14	0.89	3.96

See footnotes on supporting tables.

* Eleven large utilities. See page 3 for list.

** Inter-company transactions have not been eliminated.
(1) Revised since publication of Research Bulletin #32.

Table II
ILLINOIS ELECTRIC UTILITIES
RESIDENTIAL OR DOMESTIC SALES

	REVENUE			KILOWATT-HOURS			AVERAGE NUMBER OF CUSTOMERS		
	1941	1940	% Change	1941	1940	% Change	1941	1940	% Change
TOTAL 11 COMPANIES ⁽¹⁾	\$62,495,642	\$59,369,355	5.3%	1,604,180,674	1,499,940,795	6.9%	1,672,807	1,637,664	2.1%
TOTAL 11 COMPANIES, exclusive of Commonwealth Edison Co. ⁽¹⁾	32,397,523	29,987,289	8.0	802,802,185	724,098,699	10.9	825,593	797,851	3.5
Cent. Ill. Elec. & Gas Co.	1,398,843	1,274,465	9.8	36,670,521	32,623,995	12.4	39,367	37,841	4.0
Central Illinois Light Co.	2,212,670	2,082,417	6.3	72,648,603	65,097,229	11.6	61,424	58,603	4.8
Cent. Ill. Pub. Ser. Co.	4,877,530	4,570,850	6.7	95,035,913	87,794,075	8.2	133,268	130,436	2.2
Commonwealth Edison Company	30,098,119	29,382,066	2.4	801,378,489	775,842,096	3.3	847,214	839,813	0.9
Illinois Iowa Power Company	6,497,711	6,002,281	8.3	163,026,887	147,580,683	10.5	175,703	171,659	2.4
Ill. Northern Utilities Co.	1,516,941	1,405,621	7.9	37,539,929	33,684,274	11.4	39,120	37,830	3.4
Peoples Power Company	779,016	783,840	-0.6	23,147,617	20,848,733	10.8	23,271	22,437	3.7
Pub. Ser. Co. of No. Ill.	12,407,785	11,373,461	9.1	304,375,155	273,248,173	11.4	281,312	269,243	4.5
Union Electric Co. of Illinois	1,085,195	991,996	9.4	34,426,751	30,514,607	12.8	33,551	32,284	3.9
Western United Gas & Elec. Co.	1,621,832	1,502,358	8.0	35,930,809	32,666,930	10.0	38,577	37,518	2.8

(1) Except that Produce Terminal Corporation, one of the eleven companies included in this study, reported no residential sales in either year.
(2) Revised since publication of Research Bulletin #32.

Table 11 (Continued)
ILLINOIS ELECTRIC UTILITIES
RESIDENTIAL OR DOMESTIC SALES

	REVENUE PER KWH		KWH PER CUSTOMER		REVENUE PER CUSTOMER		% TOTAL OPERATING REVENUE
	1941	1940	1941	1940	1941	1940	1941
TOTAL 11 COMPANIES (1)							
TOTAL 11 COMPANIES, exclusive of Commonwealth Edison Co. (1)	3.90	3.96	959	916 (2)	\$37.36	\$36.25 (2)	29.28%
	4.04	4.14	972	908 (2)	39.24	37.59 (2)	30.48
Cent. Ill. Elec. & Gas Co.	3.81	3.91	932	862	35.53	33.68	34.93
Central Illinois Light Co.	3.05	3.20	1,183	1,111	36.02	35.53	30.15
Cent. Ill. Pub. Ser. Co.	5.13	5.21	713	673	36.60	35.04	33.81
Commonwealth Edison Company	3.76	3.79	946	924	35.53	34.99	28.09
Illinois Iowa Power Company	3.99	4.07	928	860 (2)	36.98	34.97 (2)	35.27
Ill. Northern Utilities Co.	4.04	4.17	960	890	38.78	37.16	28.40
Peoples Power Company	3.37	3.75	995	931	33.48	34.94	27.20
Pub. Ser. Co. of No. Ill.	4.08	4.16	1,082	1,015	44.11	42.24	34.36
Union Electric Co. of Illinois	3.15	3.25	1,026	945	32.34	30.73	8.68
Western United Gas & Elec. Co.	4.51	4.60	931	871	42.04	40.04	39.04

(1) Except that Produce Terminal Corporation, one of the eleven companies included in this study, reported no residential sales in either year.
(2) Revised since publication of Research Bulletin #32.

Table III
ILLINOIS ELECTRIC UTILITIES
RURAL SALES

	REVENUE			KILOWATT-HOURS			AVERAGE NUMBER OF CUSTOMERS		
	1941	1940	% Change	1941	1940	% Change	1941	1940	% Change
TOTAL 11 COMPANIES ⁽¹⁾	\$4,484,631	\$3,916,726	14.5%	112,651,341	93,594,823	20.4%	68,375	62,234 ⁽²⁾	9.9%
Cent. Ill. Elec. & Gas Co.	199,688	164,650	21.3	4,059,534	3,179,582	27.7	2,977	2,557	16.4
Central Illinois Light Co.	298,238	266,219	12.0	10,179,624	8,318,896	22.4	5,499	5,025	9.4
Cent. Ill. Pub. Ser. Co.	553,140	510,717	8.3	11,651,091	10,425,712	11.8	8,207	7,681	6.8
Illinois Iowa Power Company	878,624	763,175	15.1	18,747,482	15,493,657	21.0	12,082	10,831 ⁽²⁾	11.6
Ill. Northern Utilities Co.	829,622	685,642	21.0	19,206,443	15,124,812	27.0	11,767	10,211	15.2
Peoples Power Company	111,082	100,304	10.7	3,015,469	2,377,480	26.8	2,739	2,389	14.7
Pub. Ser. Co. of No. Ill.	1,256,004	1,116,401	12.5	35,458,571	29,998,726	18.2	19,249	18,312	5.1
Union Elec. Co. of Illinois	151,113	126,359	19.6	3,959,606	3,235,078	22.4	3,184	2,756	15.5
Western United Gas & Elec. Co.	207,121	183,259	13.0	6,373,521	5,440,880	17.1	2,671	2,472	8.1

(1) Except that Commonwealth Edison Company and Produce Terminal Corporation, two of the eleven companies included in this study, reported no rural sales in either year.

(2) Revised since publication of Research Bulletin #32.

Table III (Continued)
ILLINOIS ELECTRIC UTILITIES
RURAL SALES

	REVENUE PER KWH		KWH PER CUSTOMER		REVENUE PER CUSTOMER		% TOTAL OPERATING REVENUE
	1941	1940	1941	1940	1941	1940	1941
TOTAL 11 COMPANIES(1)	3.98¢	4.18¢	1,648	1,504(2)	\$65.59	\$62.94(2)	2.10%#
Cent. Ill. Elec. & Gas Co.	4.89	5.18	1,364	1,243	67.08	64.39	4.95
Central Illinois Light Co.	2.93	3.20	1,851	1,656	54.23	52.98	4.06
Cent. Ill. Pub. Ser. Co.	4.75	4.90	1,420	1,357	67.40	66.49	3.83
Illinois Iowa Power Company	4.69	4.93	1,552	1,430(2)	72.72	70.46(2)	4.77
Illinois Northern Utilities Co.	4.32	4.53	1,632	1,481	70.55	67.15	15.57
Peoples Power Company	3.68	4.22	1,101	995	40.56	41.99	3.86
Pub. Ser. Co. of No. Ill.	3.54	3.72	1,842	1,636	65.25	60.97	3.48
Union Electric Co. of Illinois	3.82	3.91	1,244	1,174	47.46	45.85	1.21
Western United Gas & Elec. Co.	3.25	3.37	2,386	2,201	77.54	74.13	4.99

For the ten companies other than Commonwealth Edison Company this ratio is 4.22%.

(1) Except that Commonwealth Edison Company and Produce Terminal Corporation, two of the eleven companies included in this study, reported no rural sales in either year.

(2) Revised since publication of Research Bulletin #32.

Table IV
ILLINOIS ELECTRIC UTILITIES
LARGE POWER & LIGHT

	REVENUE		KILOWATT-HOURS		AVERAGE NUMBERS OF CUSTOMERS		REVENUE PER KWH		% TOTAL OPERATING REVENUE
	1941	1940	1941	1940	1941	1940	1941	1940	
TOTAL 11 COMPANIES	\$61,365,474	\$54,292,044	4,915,937,094	4,093,207,265	10,119	10,214	1.25¢	1.33¢	28.75%
TOTAL 11 COMPANIES, exclusive of Commonwealth Edison Co.	27,012,397	22,603,022	2,358,854,384	1,853,418,049	6,080	6,234	1.15	1.22	25.41
Cent. Ill. Elec. & Gas Co.	940,934	735,056	77,938,108	56,904,483	102	94	1.21	1.29	23.49
Central Illinois Light Co.	2,529,850	2,232,382	250,296,806	214,876,508	206	193	1.01	1.04	34.47
Cent. Ill. Pub. Ser. Co.	4,165,560	3,708,013	245,433,081	202,655,218	4,315	4,548	1.70	1.83	28.88
Commonwealth Edison Company	34,353,077	31,689,022	2,557,082,710	2,239,789,216	4,039	3,980	1.34	1.41	32.06
Illinois Iowa Power Company	4,024,903	3,309,440	322,337,892	248,218,217	209	225	1.25	1.33	21.85
Ill. Northern Utilities Co.	1,361,879	1,182,855	156,780,217	139,636,636	211	218	0.87	0.85	25.56
Peoples Power Company	861,070	774,517	75,706,708	63,417,516	45	44	1.14	1.22	30.06
Produce Terminal Corporation	1,040,197	890,559	77,077,195	62,898,377	102	92	1.35	1.42	90.47
Pub. Ser. Co. of No. Ill.	8,389,555	6,891,524	733,742,878	541,974,556	669	628	1.14	1.27	23.23
Union Electric Co. of Illinois	2,826,518	2,187,262	371,428,351	285,980,132	65	64	0.76	0.76	22.60
Western United Gas & Elec. Co.	871,931	691,444	48,113,148	36,856,406	156	128	1.81	1.88	20.99

Table V
ILLINOIS ELECTRIC UTILITIES
SMALL POWER & LI HT

	REVENUE			KILOWATT-HOURS			AVERAGE NUMBER OF CUSTOMERS			REVENUE PER KWH		% TOTAL OPERATING REVENUE
	% Change			% Change			% Change					
	1941	1940		1941	1940		1941	1940		1941	1940	
TOTAL 11 COMPANIES	\$47,322,873	\$44,623,760 ⁽¹⁾	6.0%	1,288,153,661	1,191,882,356 ⁽¹⁾	8.1%	244,989	240,905 ⁽¹⁾	1.7%	3.67¢	3.74¢	22.17%
TOTAL 11 COMPANIES, exclusive of Commonwealth Edison Co.	22,570,832	21,140,021 ⁽¹⁾	6.8	633,161,588	574,050,910 ⁽¹⁾	10.3	130,468	128,766 ⁽¹⁾	1.3	3.56	3.68	21.23
Cent. Ill. Elec. & Gas Co.	1,126,225	1,047,729	7.5	32,497,518	28,685,661	13.3	5,789	5,884	-1.6	3.46	3.65	28.12
Central Illinois Light Co.	1,713,907	1,628,132	5.3	68,548,616	63,379,016	8.2	9,290	9,257	0.4	2.50	2.57	23.35
Cent. Ill. Pub. Ser. Co.	3,124,275	3,014,927	3.6	66,525,552	61,941,895 ⁽¹⁾	7.4	27,181	26,719	1.7	4.70	4.87	21.55
Commonwealth Edison Company	24,752,041	23,483,739	5.4	654,992,073	617,831,446	6.0	114,521	112,139 ⁽¹⁾	2.1	3.78	3.80	23.10
Illinois Iowa Power Company	5,236,978	4,922,044	6.4	166,412,862	150,501,659	10.6	31,218	31,288 ⁽¹⁾	0.2	3.15	3.27	28.43
Ill. Northern Utilities Co.	1,227,135	1,140,839	7.6	28,695,160	26,470,431	8.4	8,311	7,989	4.0	4.28	4.31	23.03
Peoples Power Company (2)	853,100	807,162	5.7	29,038,212	24,281,856	19.6	5,223	5,066	3.1	2.94	3.32	29.79
Produce Terminal Corporation	92,284	91,561	0.8	2,401,649	2,279,629 ⁽¹⁾	5.4	104	104	0.0	3.84	4.02	8.03
Pub. Ser. Co. of No. Ill.	7,262,774	6,646,947 ⁽¹⁾	9.3	184,366,160	165,791,773 ⁽¹⁾	11.2	33,844	32,962	2.7	3.94	4.01	20.11
Union Electric Co. of Illinois	904,423	818,358	10.5	30,201,073	26,567,053	13.7	4,614	4,585	0.6	2.99	3.08	7.23
Western United Gas & Elec. Co.	1,029,731	1,022,322	0.7	24,474,786	24,151,946	1.3	4,894	4,912	-0.4	4.21	4.23	24.79

(1) Revised since publication of Research bulletin #32.

(2) account 608, Other Sales, amounting to \$567 revenue and 17,295 kilowatt-hours for eight customers in 1941, and \$508 revenue and 17,450 kilowatt-hours for eight customers in 1940, has been included in Small Power & Light Sales for the purpose of this study. None of the other companies reported this class of business.

Table VI
ILLINOIS ELECTRIC UTILITIES
PUBLIC STREET & HIGHWAY LIGHTING

	REVENUE			KILOWATT-HOURS			AVERAGE NUMBER OF CUSTOMERS			REVENUE PER KWH		% TOTAL OPERATING REVENUE
	1941	1940	% Change	1941	1940	% Change	1941	1940	% Change	1941	1940	
TOTAL LL COMPANIES(1)	\$1,846,392	\$1,776,034(2)	4.0%(4)	58,900,990	47,124,796	25.0%(4)	995	985(2)	1.0%	3.13¢	3.77¢	0.86%
TOTAL 11 COMPANIES, exclusive of Commonwealth Edison Co.(1)	1,711,059	1,641,742(2)	4.2 (4)	54,919,492	43,143,926	27.3 (4)	994	984(2)	1.0	3.12	3.81	1.61
Cent. Ill. Elec. & Gas Co.	95,869	93,966	2.0	3,968,192	3,900,866	1.7	39	38	2.6	2.42	2.41	2.39
Central Illinois Light Co.	171,802	167,512	2.6	5,029,992	4,992,405	0.8	34	33	3.0	3.42	3.36	2.34
Cent. Ill. Pub. Ser. Co.	306,950	309,256	-0.7	10,404,406	10,002,504	4.0	330	342	-3.5	2.95	3.09	2.13
Commonwealth Edison Company	135,333	134,292	0.8	3,981,498	3,980,870	(5)	1	1	0.0	3.40	3.37	0.12
Illinois Iowa Power Company	305,287	345,498	-11.6	9,043,328	9,082,472	-0.4	259	246(2)	5.3	3.38	3.80	1.66
Ill. Northern Utilities Co.	155,397	153,492	1.2	3,795,660	3,744,119	1.4	82	82	0.0	4.09	4.10	2.91
Peoples Power Company	75,202	74,426	1.0	2,109,453	2,186,585	-3.5	10	10	0.0	3.57	3.40	2.63
Pub. Ser. Co. of No. Ill.	468,076	365,145(2)	28.2(4)	16,085,466	4,940,042	225.6(4)	214	207	3.4	2.91	7.39	1.30
Union Elec. Co. of Ill.	79,794	79,171	0.8	2,946,825	2,878,766	2.4	14	14	0.0	2.71	2.75	0.64
Western United Gas & Elec. Co.	52,682	53,276	-1.1	1,536,170	1,416,167	8.5	12	12	0.0	3.43	3.76	1.27

(1) Except that Produce Terminal Corporation, one of the eleven companies included in this study, reported no Public Street and Highway Lighting Sales in either year.

(2) Revised since publication of Research Bulletin #32.

(3) Less than one-tenth of one percent increase.

(4) Not strictly comparable due to reclassification in 1941. (See text, page 14.)

Table VII
ILLINOIS ELECTRIC UTILITIES
OTHER SALES TO PUBLIC AUTHORITIES

	REVENUE			KILOWATT-HOURS			AVERAGE NUMBER OF CUSTOMERS			REVENUE PER KWH		% TOTAL OPERATING REVENUE
	1941	1940	% Change	1941	1940	% Change	1941	1940	% Change	1941	1940	
TOTAL 11 COMPANIES(1)	\$3,302,966	\$3,040,028	8.6%(3)	265,252,266	256,099,220(2)	3.6%(3)	1,135	1,224(2)	-7.3%	1.254	1.194	1.55%
TOTAL 11 COMPANIES, exclusive Of Commonwealth Edison Co. (1)	1,641,790	1,575,980	4.2(3)	139,814,600	134,636,147(2)	3.8(3)	1,132	1,221(2)	-7.3	1.17	1.17	1.54
Cent. Ill. Elec. & Gas Co.	209,992	136,171	54.2	12,311,388	6,803,452	81.0	435	396	9.8	1.71	2.00	5.24
Cent. Illinois Light Co.	24,293	24,086	0.9	1,188,491	1,141,852	4.1	26	25	4.0	2.04	2.11	0.33
Cent. Ill. Pub. Ser. Co.	203,901	181,241	12.5	13,614,083	11,815,906	15.2	153	141	8.5	1.50	1.53	1.41
Commonwealth Edison Company	1,661,176	1,464,048	13.5	125,437,666	121,463,073	3.3	3	3	0.0	1.32	1.21	1.55
Illinois Iowa Power Company	226,033	212,294	6.5	15,197,895	13,845,384	9.8	226	364(2)	-37.9	1.49	1.53	1.23
Ill. Northern Utilities Co.	95,583	89,290	7.0	5,245,581	4,840,225	8.4	77	78	-1.3	1.62	1.64	1.79
Peoples Power Company	26,982	24,942	8.2	1,481,445	1,117,814	32.5	4	4	0.0	1.82	2.23	0.94
Pub. Ser. Co. of Mo. Ill.	805,266	862,599	-6.6(3)	87,369,405	91,933,584	-5.0(3)	199	200	-0.5	0.92	0.94	2.23
Union Elec. Co. of Illinois	11,466	7,836	46.3	1,059,408	740,392	43.1	3	1	200.0	1.08	1.06	0.09
Western United Gas & Elec. Co.	38,274	37,521	2.0	2,346,904	2,397,538	-2.1	9	12	-25.0	1.63	1.56	0.92

(1) Except that Produce Terminal Corporation, one of the eleven companies included in this study, reported no Other Sales to Public authorities in either year.

(2) Revised since publication of Research Bulletin #32.

(3) Not strictly comparable due to a reclassification in 1941. (See text, page 14.)

Table VIII
ILLINOIS ELECTRIC UTILITIES
SALES TO RAILROADS & RAILWAYS

	REVENUE			KILOWATT-HOURS			AVERAGE NUMBER OF CUSTOMERS			REVENUE PER KWH		% TOTAL OPERATING REVENUE
	1941	1940	% Change	1941	1940	% Change	1941	1940	% Change	1941	1940	
TOTAL 11 COMPANIES(1)	\$8,461,251	\$8,379,143	1.0%	950,667,349	946,701,530	0.4%	14	14	0.0%	0.89¢	0.89¢	3.96%
TOTAL 11 COMPANIES, exclusive of Commonwealth Edison Co. (1)	1,535,533	1,479,120	3.8	117,622,156	112,505,934	4.5	9	9	0.0	1.31	1.31	1.44
Commonwealth Edison Company	6,925,718	6,900,023	0.4	833,045,193	834,195,596	-0.1	5	5	0.0	0.83	0.83	6.46
Illinois Iowa Power Company	360,505	332,597	8.4	35,403,997	32,455,615	9.0	3	3	0.0	1.02	1.02	1.96
Pub. Ser. Co. of No. Ill.	1,174,223	1,145,646	2.5	82,182,369	79,971,329	2.8	5	5	0.0	1.43	1.43	3.25
Western United Gas & Elec. Co.	805	877	-8.2	35,790	38,990	-8.2	1	1	0.0	2.25	2.25	0.02

(1) Except that Central Illinois Electric and Gas Company, Central Illinois Light Company, Central Illinois Public Service Company, Illinois Northern Utilities Company, Peoples Power Company, Union Electric Company of Illinois and Produce Terminal Corporation, seven of the eleven companies included in this study, reported no Sales to Railroads and Railways in either year.

Table IX
ILLINOIS ELECTRIC UTILITIES
TOTAL SALES TO ULTIMATE CONSUMERS*

	REVENUE			KILOWATT-HOURS			AVERAGE NUMBER OF CUSTOMERS			REVENUE PER KWH		% TOTAL OPERATING REVENUE
	1940			1941			1940			1941		
			% Change			% Change			% Change			
TOTAL 11 COMPANIES	\$169,279,229	\$175,397,090 ⁽¹⁾	7.9%	9,195,743,375	8,128,550,785	13.1%	1,908,434	1,953,240 ⁽¹⁾	2.3%	2.06¢	2.16¢	88.67%
TOTAL 11 COMPANIES, exclusive of Commonwealth Edison Co.	91,353,765	82,343,900 ⁽¹⁾	10.9%	4,219,825,746	3,535,448,488	19.4%	1,032,651	997,299 ⁽¹⁾	3.5%	2.16¢	2.33¢	85.93%
Cent. Ill. Elec. & Gas Co.	3,971,550	3,452,037	15.0%	167,445,261	132,098,039	26.8%	48,709	46,810	4.1%	2.37¢	2.61¢	90.16%
Central Illinois Light Co.	6,950,760	6,400,748	8.6%	407,892,132	357,805,906	14.0%	76,479	73,136	4.6%	1.70¢	1.79¢	94.70%
Cent. Ill. Pub. Ser. Co.	13,231,356	12,295,004	7.6%	442,664,126	384,635,310	15.1%	173,454	169,867	2.1%	2.99¢	3.20¢	91.72%
Commonwealth Edison Company	97,925,464	93,053,190	5.2%	4,975,917,629	4,593,102,297	8.3%	965,783	955,941 ⁽¹⁾	1.0%	1.97¢	2.03¢	91.37%
Illinois Iowa Power Company	17,530,041	15,887,329	10.3%	730,170,343	617,217,678	18.3%	219,700	214,616 ⁽¹⁾	2.4%	2.40¢	2.57¢	95.17%
Ill. Northern Utilities Co.	5,186,557	4,657,739	11.4%	251,262,990	223,500,497	12.4%	59,568	56,408	5.6%	2.06¢	2.08¢	97.32%
Peoples Power Company	2,706,452	2,565,191	5.5%	134,498,904	114,269,984	17.7%	31,292	29,950	4.5%	2.01¢	2.24¢	94.50%
Produce Terminal Corporation	1,132,481	982,120	15.3%	79,478,844	65,178,006	21.9%	205	196	5.1%	1.42¢	1.51¢	90.50%
Pub. Ser. Co. of No. Ill.	31,763,683	28,401,723 ⁽¹⁾	11.8%	1,443,580,004	1,187,858,183	21.5%	335,492	321,557	4.3%	2.20¢	2.39¢	87.95%
Union Electric Co. of Illinois	5,058,509	4,210,981	20.1%	444,022,014	349,916,028	26.9%	41,431	35,704	4.3%	1.14¢	1.20¢	40.45%
Western United Gas & Elec. Co.	3,822,376	3,491,027	9.5%	118,811,128	102,968,857	15.4%	46,320	45,055	2.8%	3.22¢	3.39¢	92.02%

* Refer to footnotes on supporting tables.

(1) Revised since publication of Research Bulletin #32.

Table X
ILLINOIS ELECTRIC UTILITIES
SALES TO OTHER ELECTRIC UTILITIES

	REVENUE			KILOWATT-HOURS			AVERAGE NUMBER OF CUSTOMERS			REVENUE PER KWH		% TOTAL OPERATING REVENUE		
	1941	1940	% Change	1941	1940	% Change	1941	1940	% Change	1941	1940			
TOTAL 11 COMPANIES(1)	\$20,436,614	\$19,034,493	(2) 7.4%	4,321,924	380	4,071,553	731	6.1%	86	87	(2) -1.1%	0.47¢	0.47¢	9.57%
TOTAL 11 COMPANIES, exclusive of Commonwealth Edison Co. (1)	13,227,871	12,748,695	(2) 3.8	2,476,243	998	2,535,389	184	-2.3	80	81	(2) -1.2	0.53	0.50	12.44
Central Illinois Light Co.	265,075	119,439	121.9	39,755	563	14,372	086	176.6	5	5	0.0	0.67	0.83	3.61
Cent. Ill. Pub. Ser. Co.	900,013	664,590	35.4	108,149	495	68,321	327	58.3	31	29	6.9	0.83	0.97	6.24
Commonwealth Edison Company	7,208,743	6,285,798	(2) 14.7	1,845,680	382	1,536,164	547	20.1	6	6	0.0	0.39	0.41	6.73
Illinois Iowa Power Company	573,461	428,934	33.7	53,528	958	37,303	234	43.5	27	29	(2) -6.9	1.07	1.15	3.11
Ill. Northern Utilities Co.	60,784	52,282	16.3	6,023	378	4,610	284	30.7	2	3	-33.3	1.01	1.13	1.14
Peoples Power Company	129,429	120,190	7.7	13,390	300	11,639	306	15.0	2	2	0.0	0.97	1.03	4.52
Pub. Ser. Co. of No. Ill.	3,660,015	3,531,741	(2) 3.6	901,757	873	868,268	085	3.9	5	5	0.0	0.41	0.41	10.14
Union Electric Co. of Illinois	7,349,865	7,587,413	-3.1	1,326,324	300	1,502,777	820	-11.7	2	2	0.0	0.55	0.50	58.77
Western United Gas & Electric Co.	289,229	244,106	(2) 18.5	27,314	131	28,097	042	-2.8	6	6	0.0	1.06	0.87	6.96

(1) Except Central Illinois Electric and Gas Company and Produce Terminal Corporation, two of the eleven companies included in this study, reported no Sales to Other Electric Utilities in either year.
(2) Revised since publication of Research Bulletin #32.

Table XI
ILLINOIS ELECTRIC UTILITIES
INTERDEPARTMENTAL SALES

	REVENUE			KILOWATT-HOURS			AVERAGE NUMBER OF CUSTOMERS			REVENUE PER KWH			% TOTAL OPERATING REVENUE 1941
	1941	1940	% Change	1941	1940	% Change	1941	1940	% Change	1941	1940	% Change	
TOTAL 11 COMPANIES(1)	\$100,069	\$106,451	-6.0%	15,498,493	16,402,822	-5.5%	-	-	-	0.65¢	0.65¢	0.05%#	
Central Illinois Light Co.	5,161	5,191	-0.6	199,541	200,438	-0.4	-	-	-	2.59	2.59	0.07	
Illinois Iowa Power Company	81,912	83,216	-1.6	13,566,145	13,796,454	-1.7	-	-	-	0.60	0.60	0.44	
Produce Terminal Corporation	12,996	18,044	-28.0	1,732,807	2,405,930	-28.0	-	-	-	0.75	0.75	1.13	

For the ten companies other than Commonwealth Edison Company this ratio is 0.10%.

(1) Except that Central Illinois Electric and Gas Company, Central Illinois Public Service Company, Commonwealth Edison Company, Illinois Northern Utilities Company, Peoples Power Company, Public Service Company of Northern Illinois, Union Electric Company of Illinois and Western United Gas and Electric Company, eight of the eleven companies, reported no interdepartmental sales in either year.

Table XII
ILLINOIS ELECTRIC UTILITIES
TOTAL SALES OF ELECTRIC ENERGY

	REVENUE			KILOWATT-HOURS			AVERAGE NUMBER OF CUSTOMERS			REVENUE PER KWH		% TOTAL OPERATING REVENUE
	1941	1940	% Change	1941	1940	% Change	1941	1940	% Change	1941	1940	
TOTAL 11 COMPANIES	\$209,815,912	\$194,538,034 ⁽¹⁾	7.9%	13,533,166,248	12,216,507,338	10.8%	1,998,520	1,953,327 ⁽¹⁾	2.3%	1.55¢	1.59¢	98.29%
TOTAL 11 COMPANIES, exclusive of Commonwealth Edison Co.	104,681,705	95,199,046 ⁽¹⁾	10.0	6,711,568,237	6,087,240,494	10.3	1,032,731	997,380 ⁽¹⁾	3.5	1.56	1.56	98.47
Cent. Ill. Elec. & Gas Co.	3,971,550	3,452,037	15.0	167,445,261	132,098,039	26.8	48,709	46,810	4.1	2.37	2.61	95.16
Central Illinois Light Co.	7,220,966	6,525,378	10.7	447,847,236	372,378,430	20.1	76,484	73,141	4.6	1.61	1.75	98.38
Cent. Ill. Pub. Ser. Co.	14,131,369	12,959,594	9.0	550,813,621	452,956,637	21.6	173,485	169,896	2.1	2.57	2.86	97.96
Commonwealth Edison Company	105,134,207	99,338,988 ⁽¹⁾	5.8	6,821,598,011	6,129,266,844	11.3	965,789	955,947	1.0	1.54	1.62	98.11
Illinois Iowa Power Co.	18,185,444	16,399,479	10.9	797,265,446	668,317,366	19.3	219,727	214,645 ⁽¹⁾	2.4	2.28	2.45	98.72
Ill. Northern Utilities Co.	5,247,341	4,710,021	11.4	257,286,368	228,110,781	12.8	59,570	56,411	5.6	2.04	2.06	98.46
Peoples Power Company	2,835,881	2,685,381	5.6	147,889,204	125,909,290	17.5	31,294	29,952	4.5	1.92	2.13	99.02
Produce Terminal Corporation	1,145,477	1,000,164	14.5	81,211,651	67,583,936	20.2	206	196	5.1	1.41	1.48	99.63
Pub. Ser. Co. of No. Ill.	35,423,698	31,933,464 ⁽¹⁾	10.9	2,345,337,877	2,056,126,268	14.1	335,497	321,562	4.3	1.51	1.55	98.09
Union Elec. Co. of Illinois	12,408,374	11,798,395	5.2	1,770,346,314	1,852,693,848	-4.4	41,433	39,706	4.3	0.70	0.64	99.22
Western United Gas & Elec. Co.	4,111,605	3,735,133 ⁽¹⁾	10.1	146,125,259	131,065,899	11.5	46,326	45,061	2.8	2.81	2.85	98.98

(1) Revised since publication of Research Bulletin #32.

Table XIII
ILLINOIS ELECTRIC UTILITIES
OTHER ELECTRIC OPERATING REVENUE

	REVENUE		% TOTAL OPERATING REVENUE
	1941	1940	1941
TOTAL 11 COMPANIES	\$3,655,563	\$3,798,884 ⁽¹⁾	1.71%
TOTAL 11 COMPANIES, exclusive of Commonwealth Edison Co.	1,625,895	1,721,253	1.53
Cent. Ill. Elec. & Gas Co.	33,599	32,193	0.84
Central Illinois Light Co.	118,484	97,828	1.62
Cent. Ill. Pub. Ser. Co.	293,561	276,715	2.04
Commonwealth Edison Company	2,029,668	2,077,631 ⁽¹⁾	1.89
Illinois Iowa Power Company	235,355	248,448	1.28
Ill. Northern Utilities Co.	81,830	90,141	1.54
Peoples Power Company	28,067	31,027	0.98
Produce Terminal Corporation	4,228	4,145	0.37
Pub. Ser. Co. of No. Ill.	690,872	801,804	1.91
Union Electric Co. of Illinois	97,745	94,025	0.78
Western United Gas & Elec. Co.	42,154	44,928	1.01

(1) Revised since publication of Research Bulletin #32.

Table XIV
ILLINOIS ELECTRIC UTILITIES
TOTAL ELECTRIC OPERATING REVENUE

	REVENUE		% Change
	1941	1940	
TOTAL 11 COMPANIES	\$213,471,475	\$198,336,918 ⁽¹⁾	7.6%
TOTAL 11 COMPANIES, exclusive of Commonwealth Edison Co.	106,307,600	96,920,299 ⁽¹⁾	9.7
Cent. Ill. Elec. & Gas Co.	4,005,149	3,484,230	15.0
Central Illinois Light Co.	7,339,480	6,623,206	10.8
Cent. Ill. Pub. Ser. Co.	14,424,930	13,236,309	9.0
Commonwealth Edison Company	107,163,875	101,416,619 ⁽¹⁾	5.7
Illinois Iowa Power Company	18,420,769	16,647,927	10.6
Ill. Northern Utilities Co.	5,329,171	4,800,162	11.0
Peoples Power Company	2,863,948	2,716,408	5.4
Produce Terminal Corporation	1,149,705	1,004,309	14.5
Pub. Ser. Co. of No. Ill.	36,114,570	32,735,268	10.3
Union Elec. Co. of Illinois	12,506,119	11,892,420	5.2
Western United Gas & Elec. Co.	4,153,759	3,780,060 ⁽¹⁾	9.9

(1) Revised since publication of Research Bulletin #32.

APPENDIX A

PERCENTAGE RELATIONSHIP OF THE VARIOUS CLASSES OF CONSUMER SALES TO TOTAL SALES TO ULTIMATE CONSUMERS

In prior Research Bulletins #27, #30 and #32 an Appendix was added showing computations of the percentage of relationship of each class of consumer sales to total sales to ultimate consumers. This was done to overcome the deficiencies of total electric operating revenue as a common denominator for measuring the relative importance of consumer sales, which is heavily weighted by sales to other electric utilities for resale. Total sales to ultimate consumers does not include sales to other electric utilities for resale, consequently a comparison of any class of consumer sales to total sales to ultimate consumers must result in a more accurate ratio of the relative importance of each class of business.

This practice has been continued for the purpose of this study and following is a review of a few of the important facts set forth in Table A.

1. Residential Service

One of the eleven companies, Produce Terminal Corporation, reported no residential sales. In 1941, however, the ten remaining companies' revenue accounted for 33.02% of the total revenue to ultimate consumers, which is slightly less than the 33.35% noted for the year 1940. For 1941, one company's revenue was 42.43%, while five companies reported more than 35.0%. Kilowatt-hour sales for all companies reporting residential sales in 1941 were 17.44% as compared to 12.45% in 1938. The percentages in 1941 varied from 7.75% to 30.24%.

2. Rural Sales

The relationship of rural sales to total sales to ultimate consumers for the nine companies reporting rural service varied from a high of 15.99% in revenue and 7.64% in kilowatt-hours for the Illinois Northern Utilities Company to 2.99% and 0.89% in revenue and kilowatt-hours, respectively, for the Union Electric Company of Illinois. For the nine companies, exclusive of Common-

wealth Edison Company, rural revenue accounted for 4.91% and kilowatt-hours 2.67% of the total.

3. Large Power and Light Sales

Since 1938, when such an analysis was first made a part of these annual studies of electric sales, this is the only class of business, with the exception of rural sales, that has shown a constantly increasing trend in the percentage relationship of such sales to total sales to ultimate consumers. In 1941 this class of business for all eleven companies accounted for 53.46% of the total kilowatt-hour sales to ultimate consumers, although the revenue derived from such sales was only 32.42% of the total, which is slightly less than the 33.02% reported for residential sales. This is apparently due to the fact that industrial sales are at lower rates. Revenue from this source ranged from 22.81% of the total for Western United Gas and Electric Company to 91.85% in the case of Produce Terminal Corporation. Kilowatt-hour sales ranged from 40.50% to 96.98%, while eight of the companies had ratios in excess of 50.0%.

4. Small Power and Light Sales

With the exception of two companies which reported increases of 8.15% and 17.88%, respectively, revenue from this source ranged from 22.87% to 31.52%. The kilowatt-hour sales, however, show a greater variation, the percentages ranging from a high of 22.78% to a low of 3.02%. In this class of business Produce Terminal Corporation reported the lowest percentage figures, 8.15% and 3.02% for revenue and kilowatt-hours, respectively.

5. Public Street and Highway Lighting Service

Percentages of total sales to ultimate consumers in this category were comparatively small for all companies, the greatest proportion of revenue being 3.00% for Illinois Northern Utilities Company, while Central Illinois Electric and Gas Company reported the greatest proportion of kilowatt-hour sales, with a ratio of 2.37%, followed closely by the 2.35% of Central Illinois Public Service Company.

6. Other Sales to Public Authorities

As in the case of Large Power and Light Sales, all of the ten companies showed a larger proportion of kilowatt-hour sales than for revenue. The highest proportion of revenue for any individual company was 5.29%, while 6.06% was the highest kilowatt-hour ratio.

7. Sales to Railroads and Railways

Only four companies reported this class of business. Commonwealth Edison Company reported 7.07% of revenue and 16.74% of kilowatt-hours represented this class of business. While two others reported small percentages of the total, the amounts for the fourth were nominal.

Table A

Percentage Relationship of Revenue and Kilowatt-hours in Each Class of Consumer
Sales to Total Sales to Ultimate Consumers

		Residential	Rural	Large Power and Light	Small Power and Light	Public Street and Highway Lighting	Other Sales to Public Authorities	Sales to Railroads and Railways	Total Sales to Ultimate Consumers
TOTAL 11 COMPANIES	- Revenue	33.02%	2.37%	32.42%	24.99%	0.98%	1.75%	4.47%	100.00%
	- Kwh	17.44	1.23	53.46	14.01	0.64	2.88	10.34	100.00
TOTAL 11 COMPANIES, exclusive of Commonwealth Edison Co.	- Revenue	35.46	4.91	29.57	24.71	1.87	1.80	1.68	100.00
	- Kwh	19.02	2.67	55.90	15.01	1.30	3.31	2.79	100.00
Cent. Ill. Elec. & Gas Co.	- Revenue	35.22	5.03	23.69	28.36	2.41	5.29	0.00	100.00
	- Kwh	21.90	2.42	46.55	19.41	2.37	7.35	0.00	100.00
Central Illinois Light Co.	- Revenue	31.83	4.29	36.40	24.66	2.47	0.35	0.00	100.00
	- Kwh	17.81	2.50	61.36	16.81	1.23	0.29	0.00	100.00
Cent. Ill. Pub. Ser. Co.	- Revenue	36.86	4.18	31.48	23.62	2.32	1.54	0.00	100.00
	- Kwh	21.47	2.63	55.44	15.03	2.35	3.08	0.00	100.00
Commonwealth Edison Co.	- Revenue	30.74	0.00	35.08	25.28	0.13	1.70	7.07	100.00
	- Kwh	16.11	0.00	51.39	13.16	0.08	2.52	16.74	100.00
Illinois Iowa Power Co.	- Revenue	37.07	5.01	22.96	29.87	1.74	1.29	2.06	100.00
	- Kwh	22.33	2.57	44.15	22.78	1.24	2.08	4.85	100.00
Ill. Northern Utilities Co.	- Revenue	29.25	15.99	26.26	23.66	3.00	1.84	0.00	100.00
	- Kwh	14.94	7.64	62.40	11.42	1.51	2.09	0.00	100.00

Table A (Continued)

Percentage Relationship of Revenue and Kilowatt-hours in Each Class of Consumer
Sales to Total Sales to Ultimate Consumers

		Residential	Rural	Large Power and Light	Small Power and Light	Public Street and Highway Lighting	Other Sales to Public Authorities	Sales to railroads and Railways	Total Sales to Ultimate Consumers
Peoples Power Company	- Revenue	28.78%	4.10%	31.82%	31.52%	2.78%	1.00%	0.00%	100.00%
	- Kwh	17.21	2.24	56.29	21.59	1.57	1.10	0.00	100.00
Produce Terminal Corporation	- Revenue	0.00	0.00	91.85	8.15	0.00	0.00	0.00	100.00
	- Kwh	0.00	0.00	96.98	3.02	0.00	0.00	0.00	100.00
Pub. Ser. Co. of Ho. Ill.	- Revenue	39.06	3.95	26.41	22.87	1.47	2.54	3.70	100.00
	- Kwh	21.08	2.46	50.83	12.77	1.11	6.06	5.69	100.00
Union Elec. Co. of Illinois	- Revenue	21.45	2.99	55.87	17.88	1.58	0.23	0.00	100.00
	- Kwh	7.75	0.89	83.65	6.80	0.66	0.25	0.00	100.00
Western United Gas & Elec. Co.	- Revenue	42.43	5.42	22.81	26.94	1.38	1.00	0.02	100.00
	- Kwh	30.24	5.36	40.50	20.60	1.29	1.98	0.03	100.00

N.B. Small Power and Light Sales include Other Sales (Account 608) in the case of Peoples Power Company, the only company to report this class of business. The amount is negligible. See footnote (2), Table V, page 31.

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ILLINOIS GAS UTILITIES
A Comparative Study of 1941 Sales

Research Bulletin #35

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RATES AND RESEARCH SECTION

ILLINOIS GAS UTILITIES

A Comparative Study of 1941 Sales

As Reported by the Twelve Largest Illinois Gas
Utilities which Account for Approximately 99%
of All Gas Sold to Ultimate Consumers in
Illinois Under the Jurisdiction of the
Illinois Commerce Commission

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ILLINOIS COMMERCE COMMISSION
Rates and Research Section

March 31, 1942

Hon. John D. Biggs, Chairman
Illinois Commerce Commission
Springfield, Illinois

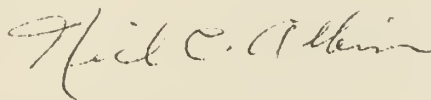
Dear Sir:

I transmit herewith Research Bulletin #35, entitled "Illinois Gas Utilities, A Comparative Study of 1941 Sales."

This study, which has been prepared with the collaboration of Messrs. Finin, Nelson and Moreland of the Research Staff, continues the series of annual analyses of gas sales reported by the principal gas utilities subject to the jurisdiction of the Illinois Commerce Commission. A more detailed statement in regard to this series of studies may be found at page 3 of this report.

The statistical tables, which form a basic part of the study, constitute a permanent reference in regard to comparative sales by the companies in 1940 and 1941. The textual part of the report discusses briefly the principal points of interest in regard to gas sales in Illinois in 1941 as compared with 1940. No attempt has been made to determine the reasonableness or unreasonableness of the facts shown. A supplementary analysis of sales to ultimate consumers is presented and explained in Appendix A.

Yours very truly,



Neil C. Albin,
Senior Statistician
RATES AND RESEARCH SECTION

INTRODUCTORY CONSIDERATIONS
and
SOURCES OF INFORMATION

Scope of the Study

Comparative statistics covering gas sales of the twelve major gas utilities operating in the State of Illinois and under the jurisdiction of the Illinois Commerce Commission are analyzed in this bulletin. It presents a comparison of the 1941 gas sales with those in 1940 and is the ninth study of a series of analyses of gas sales which began several years ago.⁽¹⁾ Following are the twelve companies considered, which account for approximately 99% of the total retail gas business in the state as measured by total sales to ultimate consumers:

Central Illinois Electric & Gas Company,
Central Illinois Light Company,
Central Illinois Public Service Company,
Illinois Iowa Power Company,
Illinois Northern Utilities Company,
North Shore Gas Company,
The Peoples Gas Light & Coke Company,
Peoples Power Company,
Public Service Company of Northern Illinois,
Union Electric Company of Illinois,
Union Gas & Electric Company, and
Western United Gas & Electric Company.

Sources of Information

The basic source of information, i.e., the December, 1941 monthly operating reports, are subject to audit adjustment, consequently where such adjustments have been made they have been shown by footnotes on the statistical tables. Such changes are negligible in character.

The amount of revenue, volume of sales expressed in therms and the average number of customers are given herein for each class of service for each of the twelve companies. Totals, both inclusive and exclusive of The Peoples Gas Light & Coke Company are shown together with pertinent ratios, such as average revenue

(1) Research Bulletins #6, #15, #19, #21, #25, #28, #31 and #33.

per therm, consumption per average customer, revenue per average customer. In addition, the tables set forth such measures as the percentage change from 1940 and the ratio of revenue from each class of sales to Total Gas Operating Revenue.

Accounting Considerations

All of the companies considered by this study now use a uniform system of accounts as prescribed by the Commission's General Order 143. This system of accounts provides an item designated as Account 607 - Interdepartmental Sales. For the purpose of this study and in accordance with past practice in Research Bulletins #28, #31 and #33 these Interdepartmental Sales have not been considered as Sales to Ultimate Consumers. Also provided by the Uniform system of Accounts is Account 608 - Other Sales, which has been eliminated from this study for the reason that none of the twelve companies reported such sales.

Other Considerations

In order to provide a more comprehensive analyses of Total Residential Sales, Table III, Residential Sales Exclusive of Space Heating and Table IV, Residential Space Heating Sales have been added. The segregation is not perfect for the reason that Residential Space Heating Sales includes all sales made through one meter under a combination rate for all domestic purposes including space heating and are accounted for entirely as space heating sales, where as Residential Sales Exclusive of Space Heating, includes only those sales of gas to residential customers that are not classified as Residential Space Heating customers.

COMPARATIVE SALES, 1941-1940

A comparison of the 1941-1940 results as considered herein with the 1940-1939 changes shown in Research Bulletin #33 last year, indicate that gas sales were generally upward for the period under review, but the rates of change were not as great as those recorded during the 1940-1939 period of comparison. Some of the more important points of interest are discussed by the text that follows.

TOTAL GAS OPERATING REVENUE, TABLE XV, page 31. In 1941 the total gas operating revenue for the twelve large companies considered by this study totaled \$66,983,638, a gain of \$1,458,293, or 2.2% over the \$65,525,345 for 1940. During the 1940-1939 period of comparison the total revenue gained \$3,745,707, or 6.1%. In 1941 a substantial part of the rise over 1940 was due to industrial sales, particularly industrial non-interruptible sales, whereas during the 1940-1939 period of comparison residential sales, one of the most profitable classes, was largely responsible. Obviously, the classes of business apparently responsible for most of the difference in the gains indicated during the two period of comparison changed from a high to lower income group.

In summary, gas revenues, especially revenue from sales to residential customers, which account for over 60.0% of the total operating revenue, were generally less in 1941 over 1940 than in 1940 over 1939. Furthermore, a better comparison is revealed by the following facts:

	<u>Percentage of Change</u>	
	<u>1941 over 1940</u>	<u>1940 over 1939</u>
Revenue from Sales to Ultimate Consumers	3.0%	6.2%
Therms sold to Ultimate Consumers	2.9	4.5

Hence, the revenue and physical quantities sold rose less in 1941 over 1940 than in 1940 over 1939.

TOTAL SALES TO ULTIMATE CONSUMERS, TABLE X, page 26.

This table obviously reflects more truly gas operations of the twelve companies than does that of Total Gas Operating Revenue, inasmuch as it does not include such non-consumer sales as Sales to Other Gas Utilities, Interdepartmental Sales, and Other Sales; the latter covering miscellaneous revenue from forfeited discounts, appliance sales, rentals, etc.

Total sales to ultimate consumers rose from \$61,231,105 in 1940 to \$63,122,127 in 1941, a gain of 3.0%. A similar increase is noted when therm sales advanced during the same period of comparison 2.9% or from 809,989,073 to 833,348,324. The average number of customers increased 2.3%, reaching a total of 1,423,810 in 1941. Generally speaking, the increases noted in the total sales to ultimate consumers were for the most part, largely due to increased industrial activity in the State, although they might have been greater had it not been for the fact that 1941 was a warmer year than 1940, which obviously affected sales to space heating customers.

Exclusive of The Peoples Gas Light & Coke Company the increases percentagewise in revenue and physical volume of sales in 1941 as compared to the previous year were higher, namely, 5.1% in revenue and 11.6% in therms.

With the exception of two companies which reported decreases in revenue of 8.1% and 1.7%, all remaining companies reported increases ranging from 11.3% to 0.9%. Three companies reported decreases in therm sales, the eight other companies showing increases ranging from 21.0% to 0.6%.

Reference to Table I, page 13 indicates that the revenue from all classes of consumer sales increased and, with the exception of Residential Space Heating Sales which showed a decrease of 1.7% under 1940, all physical volume of sales for the different classes of consumption increased, ranging from a high of 28.3% for Industrial Non-Interruptible Sales to a low of 0.1% for Residential Sales, exclusive of Space Heating.

TOTAL RESIDENTIAL SALES, TABLE II, pages 14 and 15.

Total revenue for 1941 over 1940, increased 0.3%, while therm sales decreased 0.6%. Average number of customers increased 2.3%. However, inasmuch as this classification is broken down between Residential Sales, exclusive of Space Heating and Residential Space Heating Sales, as shown by Table III and Table IV, pages 16 and 18, further discussion of the total residential sales account seems unnecessary.

RESIDENTIAL SALES, EXCLUSIVE OF SPACE HEATING, TABLE III,

pages 16 and 17, includes the sales of gas to residential customers for all domestic purposes except those classified as residential space heating sales (see Table IV, page 18.) This class of business produces over 50.0% of the total gas operating revenue and still continues to be the back bone of the industry. As reported, revenue and therm sales in this category rose only 0.1%, the twelve companies reporting revenue of \$33,212,493 in 1941 and \$33,175,798 in 1940 and during the same period the number of therms sold increased from 176,266,010 to 176,356,857. The average number of customers rose from 1,270,006 to 1,293,969, a gain of 1.9%. When the sales for The Peoples Gas Light & Coke Company are excluded from the total, increases in revenue, therms and average number of customers were 1.3%, 1.9% and 2.5%, respectively.

Three companies reported losses in revenue and therms sold, one of which was The Peoples Gas Light and Coke Company, while two other companies reported slight losses in revenue. For the seven remaining companies, revenue increased, ranging from a high of 3.3% shown by Peoples Power Company (now Iowa-Illinois Gas & Electric Company) to a low of 0.9% for the Central Illinois Public Service Company. Nine companies reported increases in therm sales, the largest being the 4.5% noted for the Western United Gas & Electric Company, while the lowest increase was 0.3% for both the Central Illinois Light Company and Illinois Northern Utilities Company. With the exception of Union Electric Company

of Illinois, all companies reported increases in customers, which varied from 4.1% to 0.7%.

Revenue per therm averaged 18.83¢ for all companies, or practically the same level as for 1940, when the average was 18.82¢. For the individual companies revenue per therm averages ranged from 26.17¢ for Illinois Northern Utilities Company to 17.71¢ for Central Illinois Light Company. For all twelve companies therms per customer dropped three therms, or from an average of 139 in 1940 to 136 in 1941, but excluding The Peoples Gas Light & Coke Company, the decrease amounted to only one therm per customer. Revenue per customer for all companies was \$25.67 and for all companies exclusive of The Peoples Gas Light & Coke Company, \$28.90. Both of these figures represent decreases under 1940 averages. The averages in 1941, except North Shore Gas Company, which reported revenue per customer of \$40.81, ranged from \$31.99 to \$22.03.

RESIDENTIAL SPACE HEATING SALES, TABLE IV, page 18 and 19. Prior to October 1941, Union Electric Company of Illinois did not have in effect a combination rate available for residential space heating customers, so that there are no comparable figures covering 1940 for this company.⁽¹⁾ However, the sales reported by this company subsequent to October 1, 1941, were negligible in character, consequently the rates of change indicated for residential space heating sales as reported by all twelve companies in 1941 as compared to 1940 are not seriously affected.

The average number of residential space heating customers rose 14.7%, or from a total of 45,700 in 1940 to 52,417 in 1941, and the total therms sold decreased from 107,312,205 to 105,520,445, or 1.7%, apparently because warmer weather prevailed in 1941 than in 1940. As a result revenue increased only \$92,897, rising from \$8,912,714 to \$9,005,611, or 1.0%.

(1) See footnote (3), Table IV, page 18.

The rate of change for the twelve companies exclusive of The Peoples Gas Light & Coke Company, and for each of the individual companies, with the possible exception of two or three, followed approximately the same pattern as that reported by all twelve companies.

Incidentally it is interesting to note that comparatively few of the residential customers connected to the companies' lines use gas for space heating purposes, although the space heating customers in 1941 used 105,520,445 therms of gas as compared to the 176,356,857 therms used by the other residential customers. Also it must be borne in mind that when an existing residential customer adds space heating to his uses, his other residential usage is transferred to the space heating classification, provided he continues to be served through one meter, and he is then counted as a residential space heating customer. In other words the changes shown in Table III and Table IV may be due in part to this internal shifting within the total residential account, but this factor is believed to be of minor importance in connection with the rates of change in residential space heating sales.

An average of 8.53¢ per therm was paid by space heating customers in 1941, which is slightly higher than 8.31¢ in 1940. Average use per customer decreased from 2,348 therms to 2,013 and the average revenue per customer from \$195.03 to \$171.81.

The relative importance of residential space heating sales to total operating revenue varies considerably for individual companies. In 1941 the range was from 0.27% to 24.75%.

COMMERCIAL SALES, TABLE V, pages 20 and 21. Commercial Sales produced approximately 12.0% of total operating revenue for the twelve companies in 1941. Included in this class are sales for space heating, summer off-peak water heating in office buildings and a wide variety of other so-called commercial uses. Increases in revenue, therms and customers for all companies was 2.5%, 4.4% and 1.9%, respectively, over 1940. All

but one of the companies reported increases in revenue, while but two of the companies reported decreases in volume of sales.

INDUSTRIAL NON-INTERRUPTIBLE SALES, TABLE VI, page 22.

Sales to customers in this category included in most instances firm gas sold for manufacturing and industrial purposes. The total therms sold by all twelve companies and the revenue derived therefrom increased 28.3% and 21.6%, respectively, ⁽¹⁾ in 1941 as compared with similar data for the year 1940. During the same period the increase in average number of customers was very slight. Defense activities together with an improvement generally in business conditions were apparently responsible for such gains.

Industrial Non-Interruptible Sales of The Peoples Gas Light & Coke Company in 1941 accounted for over 70.0% of the total revenue and physical volume of sales reported by the twelve companies. Deducting this company's sales from the totals, indicates that revenue increased 22.0%, therms 19.4% and average number of customers 0.7%.

Although the relative importance of revenue from this class of business to total gas operating revenue in 1941 amounted to only 3.85%, it was largely responsible for the slight improvement in total gas sales for 1941 when compared to the previous year.

With the exception of Central Illinois Public Service Company and Illinois Iowa Power Company, which reported decreases in revenue and therms, ⁽¹⁾ all of the remaining companies reported increases in their sales ranging from Central Illinois Electric and Gas Company's increase of 38.3% in revenue and 40.0% in therms to Union Gas and Electric Company's gain of 2.1% in revenue and 2.0% in therms. Revenue per therm for 1941 for all twelve companies was 6.23¢ as compared to 6.57¢ for 1940. With the exception of four companies, all of the other companies showed a downward trend in their revenue per therm.

(1) See footnote (2), Table VI, page 22.

INDUSTRIAL INTERRUPTIBLE SALES, TABLE VII, page 23.

In 1941 eight of the twelve companies sold industrial gas on an interruptible supply basis to 146 customers, although the total of 378,657,361 therms sold represented 45.44% of all therms sold to ultimate consumers. This amount, however, was only 0.2% greater than the 377,970,252 therms sold in 1940. Revenue increased 7.0%. The total twelve companies' sales, exclusive of The Peoples Gas Light & Coke Company, reveals increases of over 21.0% in both dollar and physical volume of sales.

Most of the industrial companies having sales of this type reported increases in revenue and therm sales, with the exception of The Peoples Gas Light & Coke Company's decline of 7.0% in revenue and 14.4% in therm sales and the decrease of approximately 50.0% noted in both revenue and therm sales for the Western United Gas & Electric Company.

PUBLIC STREET & HIGHWAY LIGHTING, TABLE VIII, page 24.

Total revenue for the three companies reporting this class of sales amounted to \$30,991, of which amount The Peoples Gas Light & Coke Company accounted for 85.74%. The sales under this account, however, were only .05% of the total operating revenue.

OTHER SALES TO PUBLIC AUTHORITIES, TABLE IX, page 25.

The Peoples Gas Light & Coke Company accounted for the greater part (54.13%) of the total revenue of the four companies reporting sales for this class of business. Here too, the total revenue was only a fractional part of the total operating revenue.

SALES TO OTHER GAS UTILITIES, TABLE XI, page 27. Four of the twelve companies reported sales under this classification, and were of little significance except in the case of The Peoples Gas Light & Coke Company, which accounted for 97.07% of the total.

INTERDEPARTMENTAL SALES, TABLE XII, page 28. Only two companies reported sales in this category and the total was nominal.

OTHER GAS REVENUE, TABLE XIV, page 30. Under this classification are included customers' forfeited discounts, rent from gas property and appliances and other miscellaneous operating revenue. For the twelve companies revenue decreased 20.2% under 1940.

Table I#
ILLINOIS GAS UTILITIES*
GAS SALES BY CLASS OF SERVICE**

	REVENUE			THERMS			AVERAGE NUMBER OF CUSTOMERS			REVENUE PER THERM	% TOTAL OPERATING REVENUE
	1941	1940	% Change	1941	1940	% Change	1941	1940	% Change	1941	1941
TOTAL GAS OPERATING REVENUES	\$66,983,638	\$65,525,345 (1)	2.2%								100.00%
Other Gas Revenues	927,742	1,162,386 (1)	-20.2								1.39
Total Gas Sales	66,055,896	64,362,959	2.6	907,878,150	883,160,912	2.8%	1,423,815	1,391,766 (1)	2.3%	7.284	98.61
Interdepartmental Sales	7,488	8,809	-15.0	148,856	180,217	-17.4	-	-	-	5.03	0.01
Sales to Other Gas Utilities	2,926,281	3,073,045	-4.8	74,380,970	72,991,622	1.9	5	5	0.0	3.93	4.37
Total Sales to Ultimate Consumers	63,122,127	61,281,105	3.0	833,348,324	809,989,073	2.9	1,423,810	1,391,761 (1)	2.3	7.57	94.23
Total Residential Sales	42,218,104	42,088,512	0.3	281,877,302	283,578,215	-0.6	1,346,386	1,315,706 (1)	2.3	14.98	63.03
Residential Sales, exclusive of Space Heating	33,212,493	33,175,798	0.1	176,356,857	176,266,010	0.1	1,293,969	1,270,006 (1)	1.9	18.83	49.58
Residential Space Heating Sales	9,005,611	8,912,714	1.0	105,520,445	107,312,205	-1.7	52,417	45,700 (1)	14.7	8.53	13.45
Total Commercial Sales	8,012,018	7,817,367	2.5	76,679,065	73,412,713	4.4	69,842	68,532 (1)	1.9	10.45	11.96
Industrial Non-Interruptible	5,930,881	4,875,676	21.6	95,180,422	74,181,347	28.3	7,290	7,218 (1)	1.0	6.23	8.85
Industrial Interruptible	6,881,398	6,428,979	7.0	378,657,861	377,970,252	0.2	146	159 (1)	-8.2	1.82	10.27
Public Street & Highway Lighting	30,991	30,161	2.8	443,233	430,468	3.0	3	3	0.0	6.99	0.05
Other Sales to Public Authorities	48,735	40,410	20.6	510,441	416,078	22.7	143	143 (1)	0.0	9.55	0.07

See footnotes on the following supporting tables.

* Twelve large companies. See page 3 for list.

** Inter-company transactions have not been eliminated.

(1) Revised since publication of Research Bulletin #33.

Table II
ILLINOIS GAS UTILITIES
TOTAL RESIDENTIAL SALES

	REVENUE			THERMS			AVERAGE NUMBER OF CUSTOMERS		
	1941	1940	% Change	1941	1940	% Change	1941	1940	% Change
TOTAL 12 COMPANIES	\$42,218,104	\$42,086,512	0.3%	281,877,302	283,578,215	-0.6%	1,346,386	1,315,706 ⁽¹⁾	2.3%
TOTAL 12 COMPANIES, ex. of Peoples Gas Lt. & Coke Co.	20,239,055	19,961,560	1.4	135,501,476	135,131,535	-0.3	536,862	520,203 ⁽¹⁾	3.2
Cent. Ill. Elec. & Gas Co.	988,087	974,508	1.4	4,812,642	4,800,507	0.3	32,685	31,659	3.2
Central Illinois Light Co.	2,035,455	2,005,121	1.5	17,509,214	17,829,702	-1.8	52,550	49,937	5.2
Cent. Ill. Pub. Ser. Co.	750,867	741,299	1.3	4,881,039	4,940,303	-1.2	22,912	22,166	3.4
Illinois Iowa Power Company	2,390,824	2,397,068	-0.3	12,707,049	12,626,991	0.6	85,502	84,194 ⁽¹⁾	1.6
Ill. Northern Utilities Co.	408,453	410,193	-0.4	1,568,032	1,567,947	(2)	15,029	14,692	2.3
North Shore Gas Company	1,355,616	1,350,626	0.4	8,066,046	8,114,931	-0.6	26,706	26,278	1.6
Peoples Gas Lt. & Coke Co.	21,979,048	22,126,952	-0.7	146,375,826	148,446,680	-1.4	809,524	795,503	1.8
Peoples Power Company	643,393	606,759	6.0	4,101,602	3,842,903	6.7	20,911	20,025	4.4
Pub. Ser. Co. of No. Ill.	7,166,132	7,025,174	2.0	53,482,411	53,054,639	0.8	164,129	157,947	3.9
Union Elec. Co. of Illinois	103,115	112,787	-8.6	412,505	415,004	-0.6	4,631	4,640	-0.2
Union Gas & Electric Company	241,356	247,465	-2.5	1,151,936	1,184,692	-2.8	9,188	9,116	0.8
Western United Gas & Elec. Co.	4,155,758	4,090,560	1.6	26,809,000	26,753,916	0.2	102,619	99,547	3.1

(1) Revised since publication of Research Bulletin #33.

(2) Less than one-tenth of one per cent increase.

TABLE II (Continued)
ILLINOIS GAS UTILITIES
TOTAL RESIDENTIAL SALES

	REVENUE PER THERM		THERMS PER CUSTOMER		REVENUE PER CUSTOMER		% TOTAL OPERATING REVENUE
	1941	1940	1941	1940	1941	1940	
TOTAL 12 COMPANIES							
TOTAL 12 COMPANIES, ex. of	14.98¢	14.84¢	209	216(1)	\$31.36	\$31.99(1)	63.03%
Peoples Gas Lt. & Coke Co.	14.94	14.77	252	260(1)	37.70	38.37(1)	69.40
Cent. Ill. Elec. & Gas Co.	20.53	20.30	147	152	30.23	30.78	69.96
Central Illinois Light Co.	11.63	11.25	333	357	38.73	40.15	64.49
Central Ill. Pub. Ser. Co.	15.38	15.01	213	223	32.77	33.44	72.49
Illinois Iowa Power Company	18.81	18.98	149	150(1)	27.96	28.47(1)	74.16
Ill. Northern Utilities Co.	26.05	26.16	104	107	27.18	27.92	78.23
North Shore Gas Company	16.81	16.64	302	309	50.76	51.40	84.73
Peoples Gas Lt. & Coke Co.	15.02	14.91	181	187	27.15	27.82	58.11
Peoples Power Company	15.69	15.79	196	192	30.77	30.30	49.16
Pub. Ser. Co. of No. Ill.	13.40	13.24	326	336	43.66	44.48	62.29
Union Electric Co. of Illinois	25.00	27.18	89	89	22.27	24.31	79.21
Union Gas & Electric Company	20.95	20.89	125	130	26.27	27.15	77.61
Western United Gas & Elec. Co.	15.50	15.29	261	269	40.50	41.09	83.83

(1) Revised since publication of Research Bulletin #33.

Table III
ILLINOIS GAS UTILITIES
RESIDENTIAL SALES EXCLUSIVE OF SPACE HEATING*

	REVENUE			THERMS			AVERAGE NUMBER OF CUSTOMERS		
	1941	1940	% Change	1941	1940	% Change	1941	1940	% Change
TOTAL 12 COMPANIES	\$33,212,493	\$33,175,798	0.1%	176,356,857	176,266,010	0.1%	1,293,969	1,270,006(1)	1.9%
TOTAL 12 COMPANIES, ex. of Peoples Gas Lt. & Coke Co.	14,614,396	14,430,244	1.3	69,798,150	68,505,012	1.9	505,757	493,603(1)	2.5
Cent. Ill. Elec. & Gas Co.	893,729	875,874	2.0	3,845,631	3,768,526	2.0	32,151	31,167	3.2
Central Illinois Light Co.	1,336,544	1,313,943	1.7	7,546,808	7,523,984	0.3	47,442	45,561	4.1
Cent. Ill. Pub. Ser. Co.	562,480	557,614	0.9	2,378,852	2,361,281	0.7	21,656	21,114	2.6
Illinois Iowa Power Co.	2,138,113	2,151,371	-0.6	9,532,250	9,432,191	1.1	84,070	82,996(1)	1.3
Ill. Northern Utilities Co.	407,016	408,116	-0.3	1,555,428	1,551,240	0.3	15,022	14,683	2.3
North Shore Gas Company	1,021,980	1,010,466	1.1	4,726,528	4,625,079	2.2	25,044	24,681	1.5
Peoples Gas Lt. & Coke Co.	18,598,097	18,745,554	-0.8	106,558,707	107,760,998	-1.1	788,212	776,403	1.5
Peoples Power Company	512,025	495,510	3.3	2,695,838	2,609,460	3.3	20,024	19,362	3.4
Pub. Ser. Co. of No. Ill.	4,318,321	4,266,464	1.2	21,257,722	20,962,585	1.4	149,987	146,089(1)	2.7
Union Electric Co. of Illinois	101,814	112,787	-9.7	396,201	415,004	-4.5	4,622	4,640	-0.4
Union Gas & Electric Co.	232,674	238,872	-2.6	1,069,425	1,100,575	-2.8	9,144	9,079	0.7
Western United Gas & Elec. Co.	3,089,700	2,999,227	3.0	14,793,467	14,155,087	4.5	96,595	94,231	2.5

* Includes all sales of gas to residential customers for lighting, cooking, water heating, refrigeration and other domestic purposes except those classified as Residential Space Heating (see footnote (*), Table IV.)

(1) Revised since publication of Research Bulletin #33.

Table III (Continued)
ILLINOIS GAS UTILITIES
RESIDENTIAL SALES EXCLUSIVE OF SPACE HEATING*

	REVENUE PER THERM		THERMS PER CUSTOMER		REVENUE PER CUSTOMER		% TOTAL OPERATING REVENUE
	1941	1940	1941	1940	1941	1940	
TOTAL 12 COMPANIES							
TOTAL 12 COMPANIES, ex. of Peoples Gas Lt. & Coke Co.	18.83¢	18.82¢	136	139	\$25.67	\$26.12 ⁽¹⁾	49.58%
	20.94	21.06	138	139 ⁽¹⁾	28.90	29.23 ⁽¹⁾	50.11
Cent. Ill. Elec. & Gas Co.	23.24	23.24	120	121	27.80	28.10	63.28
Central Illinois Light Co.	17.71	17.46	159	165	28.17	28.84	42.35
Cent. Ill. Pub. Ser. Co.	23.65	23.61	110	112	25.97	26.41	54.30
Illinois Iowa Power Company	22.43	22.81	113	114 ⁽¹⁾	25.43	25.92 ⁽¹⁾	66.32
Ill. Northern Utilities Co.	26.17	26.31	104	106	27.09	27.80	77.96
North Shore Gas Company	21.62	21.85	189	187	40.81	40.94	63.88
Peoples Gas Lt. & Coke Co.	17.45	17.40	135	139	23.60	24.14	49.17
Peoples Power Company	18.99	18.99	135	135	25.57	25.59	39.12
Pub. Ser. Co. of No. Ill.	20.31	20.35	142	143	28.79	29.20	37.54
Union Electric Co. of Illinois	25.70	27.18	86	89	22.03	24.31	78.21
Union Gas & Electric Co.	21.76	21.70	117	121	25.45	26.31	74.82
Western United Gas & Elec. Co.	20.89	21.19	153	150	31.99	31.83	62.33

* Includes all sales of gas to residential customers for lighting, cooking, water heating, refrigeration and other domestic purposes except those classified as Residential Space Heating (see (*), Table IV.)
(1) Revised since publication of Research Bulletin #33.

Table IV
ILLINOIS GAS UTILITIES
RESIDENTIAL SPACE HEATING SALES*

	REVENUE		% Change	THERMS			AVERAGE NUMBER OF CUSTOMERS		
	1941	1940		1941	1940	% Change	1941	1940	% Change
TOTAL 12 COMPANIES	\$9,005,611	\$8,912,714	1.0%	:	105,520,445	107,312,205	-1.7%	:	:
TOTAL 12 COMPANIES, ex. of Peoples Gas Lt. & Coke Co.	5,624,660	5,531,316	1.7	:	65,703,326	66,626,523	-1.4	:	16.9
Cent. Ill. Elec. & Gas Co.	94,358	98,633	-4.3	:	967,011	1,031,981	-6.3	:	8.5
Central Illinois Light Co.	698,911	691,178	1.1	:	9,962,406	10,305,718	-3.3	:	16.7
Cent. Ill. Pub. Ser. Co.	188,387	183,686	2.6	:	2,502,187	2,579,022	-3.0	:	19.4
Illinois Iowa Power Company	252,711	245,697	2.9	:	3,174,799	3,194,800	-0.6	:	19.5
Ill. Northern Utilities Co.	1,437	2,077	-30.8	:	12,604	16,707	-24.6	:	-22.2
North Shore Gas Company	333,636	340,160	-1.9	:	3,339,518	3,489,852	-4.3	:	4.1
Peoples Gas Lt. & Coke Co.	3,380,951	3,381,308	(2)	:	39,817,119	40,685,682	-2.1	:	11.6
Peoples Power Company	131,368	111,249	18.1	:	1,405,764	1,233,443	14.0	:	33.8
Pub. Ser. Co. of No. Ill.	2,847,811	2,758,710	3.2	:	32,224,689	32,092,054	0.4	:	19.2
Union Electric Co. of Ill.	1,301(3)	-	-	:	16,304(3)	-	-	:	-
Union Gas & Electric Co.	8,682	8,593	1.0	:	82,511	84,117	-1.9	:	18.9
Western United Gas & Elec. Co.	1,066,058	1,091,333	-2.3	:	12,015,533	12,598,829	-4.6	:	13.3

* Includes gas sold under separately metered space heating rates and gas used for space heating and for residential purposes other than space heating in the case of sales under combination rates which do not provide for the quantity of gas used for space heating. All other Residential Sales are included in Table III.

- (1) Revised since publication of Research Bulletin #33.
(2) Less than one-tenth of one per cent decrease.
(3) Combination rate making gas available to customers for space heating and other domestic purposes not available prior to October, 1941.

Table IV (Continued)
ILLINOIS GAS UTILITIES
RESIDENTIAL SPACE HEATING SALES*

	REVENUE PER THERM		THERMS PER CUSTOMER		REVENUE PER CUSTOMER		% TOTALS OPERATING REVENUE
	1941	1940	1941	1940	1941	1940	
TOTAL 12 COMPANIES							
TOTAL 12 COMPANIES, ex. of Peoples Gas Lt. & Coke Co.	8.53¢	8.31¢	2,013	2,348(1)	\$171.81	\$195.03(1)	13.45%
Cent. Ill. Elec. & Gas Co.	8.56	8.30	2,112	2,505(1)	180.83	207.94(1)	19.29
Central Illinois Light Co.	9.76	9.56	1,811	2,098	171.70	200.47	6.68
Cent. Ill. Pub. Ser. Co.	7.02	6.71	1,950	2,355	136.83	157.95	22.14
Illinois Iowa Power Company	7.53	7.12	1,992	2,452(1)	149.99	174.61	18.19
	7.96	7.69	2,217	2,667(1)	176.47	205.09(1)	7.84
Ill. Northern Utilities Co.	11.40	12.43	1,801	1,856	205.29	230.78	0.27
North Shore Gas Company	9.99	9.75	2,009	2,185	200.74	213.00	20.85
Peoples Gas Lt. & Coke Co.	8.49	8.31	1,868	2,130	158.64	177.04	8.94
Peoples Power Company	9.34	9.02	1,585	1,860	148.10	167.80	10.04
Pub. Ser. Co. of No. Ill.	8.84	8.60	2,279	2,706	201.37	232.61	24.75
Union Elec. Co. of Illinois	7.98(2)	-	1,812(2)	-	144.56(2)	-	1.00
Union Gas & Electric Co.	10.52	10.22	1,875	2,273	197.32	232.24	2.79
Western United Gas & Elec. Co.	8.87	8.66	1,995	2,370	176.97	205.29	21.50

* Includes gas sold under separately metered space heating rates and gas used for space heating and for residential purposes other than space heating in the case of sales under combination rates which do not provide for the quantity of gas used for space heating. All other

Residential Sales are included in Table III.

(1) Revised since publication of Research Bulletin #33.

(2) Combination rate making gas available to customers for space heating and other domestic purposes not available prior to October, 1941.

Table V
ILLINOIS GAS UTILITIES
TOTAL COMMERCIAL SALES*

	REVENUE		% Change	THERMS			AVERAGE NUMBER OF CUSTOMERS		
	1941.	1940		1941	1940	% Change	1941	1940	% Change
TOTAL 12 COMPANIES	\$8,012,018	\$7,817,367	2.5%(2)	76,679,065	73,412,713	4.4%(2)	69,842	68,532 ⁽¹⁾	1.9%
TOTAL 12 COMPANIES, ex. of Peoples Gas Lt. & Coke Co.	2,813,065	2,685,561	4.7(2)	21,133,047	19,990,590	5.7(2)	27,240	26,203 ⁽¹⁾	4.0
Cent. Ill. Elec. & Gas Co.	150,148	143,426	4.7	1,017,478	964,347	5.5	1,571	1,571	0.0
Central Illinois Light Co.	317,282	317,067	0.1	2,861,182	2,875,241	-0.5	2,876	2,869	0.2
Cent. Ill. Pub. Ser. Co.	209,741	198,769	5.5	2,360,284	2,207,810	6.9	2,234	2,151	3.9
Illinois Iowa Power Company	479,407	456,643	5.0(2)	2,980,244	2,724,718	9.4(2)	6,144	5,584 ⁽¹⁾	10.0(2)
Ill. Northern Utilities Co.	67,423	62,919	7.2	324,887	314,058	3.4	1,003	1,007	-0.4
North Shore Gas Company	130,567	112,090	16.5	862,468	714,144	20.8	689	532	29.5
Peoples Gas Lt. & Coke Co.	5,198,953	5,131,806	1.3	55,546,018	53,422,123	4.0	42,602	42,329	0.6
Peoples Power Company	136,061	132,417	2.8	921,812	923,329	-0.2	1,822	1,772	2.8
Pub. Ser. Co. of No. Ill.	926,529	879,994	5.3	6,974,276	6,571,736	6.1	9,093	8,944	1.7
Union Electric Co. of Ill.	23,612	25,209	-6.3	120,888	115,667	4.5	352	360	-2.2
Union Gas & Electric Co.	44,282	43,896	0.9	232,403	226,081	2.8	550	562	-2.1
Western United Gas & Elec. Co.	328,013	313,131	4.8	2,477,125	2,353,459	5.3	906	851	6.5

* Includes sales to commercial customers using gas for space-heating.
(1) Revised since publication of Research Bulletin #33.
(2) Not strictly comparable due to reclassification.

Table V (Continued)
ILLINOIS GAS UTILITIES
TOTAL COMMERCIAL SALES*

	REVENUE PER THERM		THERMS PER CUSTOMER		REVENUE PER CUSTOMER		% TOTAL OPERATING REVENUE
	1941	1940	1941	1940	1941	1940	
TOTAL 12 COMPANIES	10.45¢	10.65¢	1,098	1,071 ⁽¹⁾	\$114.72	\$114.07 ⁽¹⁾	11.96%
TOTAL 12 COMPANIES, ex. of Peoples Gas Lt. & Coke Co.	13.31	13.43	776	763 ⁽¹⁾	103.27	102.49 ⁽¹⁾	9.65
Cent. Ill. Elec. & Gas Co.	14.76	14.87	648	614	95.57	91.30	10.63
Central Illinois Light Co.	11.09	11.03	995	1,002	110.32	110.51	10.05
Cent. Ill. Pub. Ser. Co.	8.89	9.00	1,057	1,026	93.89	92.41	20.25
Illinois Iowa Power Company	16.09	16.76	485	488 ⁽¹⁾	76.03	81.78 ⁽¹⁾	14.87
Ill. Northern Utilities Co.	20.75	20.03	324	312	67.22	62.48	12.91
North Shore Gas Company	15.14	15.70	1,252	1,342	189.50	210.70	8.16
Peoples Gas Lt. & Coke Co.	9.36	9.61	1,304	1,262	122.04	121.24	13.75
Peoples Power Company	14.76	14.34	506	521	74.68	74.73	10.40
Pub. Ser. Co. of No. Ill.	13.28	13.39	767	735	101.89	98.39	8.05
Union Electric Co. of Ill.	19.53	21.79	343	321	67.08	70.03	18.14
Union Gas & Electric Co.	19.05	19.42	423	402	80.51	76.11	14.24
Western United Gas & Elec. Co.	13.24	13.31	2,734	2,766	362.05	367.96	6.62

* Includes sales to commercial customers using gas for space heating.
(1) Revised since publication of Research Bulletin #33.

Table VI
ILLINOIS GAS UTILITIES
INDUSTRIAL NON-INTERRUPTIBLE

	REVENUE			THERMS			AVERAGE NUMBER OF CUSTOMERS			REVENUE PER THERM		% TOTAL OPERATING REVENUE
	1941	1940	% Change	1941	1940	% Change	1941	1940	% Change	1941	1940	
TOTAL 12 COMPANIES	\$5,930,881	\$4,875,676	21.6%(2)	95,180,422	74,181,347	28.3%(2)	7,290	7,218(1)	1.0%(2)	6.23¢	6.23¢	8.85%
TOTAL 12 COMPANIES, ex. of Peoples Gas Lt. & Coke Co.	1,686,547	1,382,352	22.0(2)	28,503,340	23,866,040	19.4(2)	957	950(1)	0.7(2)	5.92	5.79	5.78
Cent. Ill. Elec. & Gas Co.	246,069	177,971	38.3	3,235,235	2,311,187	40.0	165	144	14.6	7.61	7.70	17.42
Central Illinois Light Co.	74,649	68,206	9.4	997,975	888,695	12.3	67	67	0.0	7.48	7.67	2.37
Cent. Ill. Pub. Ser. Co.	6,327	7,407	-14.6	115,912	143,926	-19.4	1	1	0.0	5.46	5.15	0.61
Illinois Iowa Power Co.	72,961	82,033	-11.1	613,449	642,503	-4.5	88	114(1)	-22.8(2)	11.89	12.77	2.26
Ill. Northern Utilities Co.	42,632	37,556	13.5	316,681	244,538	29.5	42	43	-2.3	13.46	15.36	8.17
North Shore Gas Company	85,585	65,582	30.5	818,828	648,300	26.3	87	87	0.0	10.45	10.12	5.35
Peoples Gas Lt. & Coke Co.	4,244,334	3,493,324	21.5	66,677,082	50,315,307	32.5	6,333	6,268	1.0	6.37	6.94	11.22
Peoples Power Company	319,920	268,821	19.0	5,474,531	4,580,193	19.5	39	36	8.3	5.84	5.87	24.44
Pub. Ser. Co. of No. Ill.	461,698	350,520	31.7	7,770,296	5,704,758	36.2	341	342	-0.3	5.94	6.14	4.01
Union Electric Co. of Ill.	690	635	8.7	3,554	2,953	20.4	4	3	33.3	19.41	21.50	0.53
Union Gas & Electric Co.	15,627	15,300	2.1	96,446	94,586	2.0	17	17	0.0	16.20	16.18	5.03
Western United Gas & Elec.Co.	360,389	308,321	16.9	9,060,433	8,604,401	5.3	106	96	10.4	3.98	3.58	7.27

(1) Revised since publication of Research Bulletin #33.
(2) Not strictly comparable due to reclassification.

Table VII
ILLINOIS GAS UTILITIES
INDUSTRIAL INTERRUPTIBLE

	REVENUE			THERMS			AVERAGE NUMBERS OF CUSTOMERS			REVENUE PER THERM		% TOTAL OPERATING REVENUE
	1941	1940	% Change	1941	1940	% Change	1941	1940	% Change	1941	1940	
TOTAL 12 COMPANIES(2)	\$6,881,398	\$6,428,979	7.0%	378,657,861	377,970,252	0.2%	146	159(1)	-8.2%	1.82¢	1.70¢	10.27%
TOTAL 12 COMPANIES, ex. of Peoples Gas Lt. & Coke Co. (2)	3,856,966	3,178,585	21.3	187,588,343	154,887,345	21.1	136	149(1)	-8.7	2.06	2.05	13.22
Cent. Ill. Elec. & Gas Co.	11,611	10,902	6.5	419,000	385,720	8.6	1	1	0.0	2.77	2.83	0.82
Central Illinois Light Co.	696,532	655,340	6.3	33,728,072	31,443,039	7.3	10	11	-9.1	2.07	2.08	22.07
Cent. Ill. Pub. Ser. Co.	59,968	54,805	9.4	2,447,900	2,206,390	10.9	1	1	0.0	2.45	2.48	5.79
Illinois Iowa Power Co.	218,752	198,415	10.2	7,255,778	6,216,891	16.7	67	78(1)	-14.1	3.01	3.19	6.75
Peoples Gas Lt. & Coke Co.	3,024,432	3,250,394	-7.0	191,069,518	223,082,907	-14.4	10	10	0.0	1.58	1.46	8.00
Peoples Power Company	196,458	156,607	25.4	7,702,447	6,273,267	22.8	12	12	0.0	2.55	2.50	15.01
Pub. Ser. Co. of No. Ill.	2,616,895	1,992,387	31.3	131,809,364	99,999,647	31.8	43	42	2.4	1.99	1.99	22.75
Western United Gas & Elec.Co.	56,750	110,129	-48.5	4,225,782	8,362,391	-49.5	2	4	-50.0	1.34	1.32	1.14

(1) Revised since publication of Research Bulletin #33.

(2) Except that Illinois Northern Utilities Company, North Shore Gas Company, Union Electric Company of Illinois and Union Gas and Electric Company, four of the twelve companies, reported no Industrial Interruptible Sales in either year.

Table VIII
ILLINOIS GAS UTILITIES
PUBLIC STREET & HIGHWAY LIGHTING

	REVENUE			THERMS			AVERAGE NUMBER OF CUSTOMERS			REVENUE P. R. THERM		% TOTAL OPERATING REVENUE 1941
	1941	1940	% Change	1941	1940	% Change	1941	1940	% Change	1941	1940	
TOTAL 12 COMPANIES(1)	\$30,991	\$30,161	2.8%	443,233	430,468	3.0%	3	3	0.0%	6.99¢	7.01¢	0.05%
TOTAL 12 COMPANIES, ex. of Peoples Gas Lt. & Coke Co. (1)	4,420	4,395	0.6	28,060	27,869	0.7	2	2	0.0	15.75	15.77	0.02
North Shore Gas Company	2,254	2,268	-0.6	12,944	13,036	-0.7	1	1	0.0	17.41	17.40	0.14
Peoples Gas Lt. & Coke Co.	26,571	25,766	3.1	415,173	402,599	3.1	1	1	0.0	6.40	6.40	0.07
Pub. Ser. Co. of No. Ill.	2,166	2,127	1.8	15,116	14,833	1.6	1	1	0.0	14.33	14.34	0.02

(1) Except that Central Illinois Electric & Gas Company, Central Illinois Light Company, Central Illinois Public Service Company, Illinois Iowa Power Company, Illinois Northern Utilities Company, Peoples Power Company, Union Electric Company of Illinois, Union Gas & Electric Company and Western United Gas & Electric Company, nine of the twelve companies, reported no Public Street and Highway Lighting Sales in either year.

Table IX.
ILLINOIS GAS UTILITIES
OTHER SALES TO PUBLIC AUTHORITIES

	REVENUE			THERMS			AVERAGE NUMBER OF CUSTOMERS			REVENUE PER THERM		% TOTAL OPERATING REVENUE
	1941	1940	% Change	1941	1940	% Change	1941	1940	% Change	1941	1940	
TOTAL 12 COMPANIES(2)	\$48,735	\$40,410	20.6%	510,441	416,078	22.7%	143	143 ⁽¹⁾	0.0%	9.55¢	9.71¢	0.07%
TOTAL 12 COMPANIES, ex. of Peoples Gas Lt. & Coke Co. (2)	22,357	22,073	1.3	223,045	222,584	0.2	139	140 ⁽¹⁾	-0.7	10.02	9.92	0.08
Cent. Ill. Elec. & Gas Co.	6,598	6,145	7.4	52,444	48,177	8.9	69	69	0.0	12.58	12.76	0.47
Peoples Gas Lt. & Coke Co.	26,379	18,337	43.9	287,396	193,494	48.5	4	3	33.3	9.18	9.48	0.07
Pub. Ser. Co. of No. Ill.	8,490	8,018	5.9	108,421	101,926	6.4	5	5	0.0	7.83	7.87	0.07
Union Gas & Electric Co.	3,835	3,618	6.0	20,528	19,411	5.8	26	27	-3.7	18.68	18.64	1.23
Western United Gas & Elec. Co.	3,433	4,292	-20.0	41,652	53,070	-21.5	39	39 ⁽¹⁾	0.0	8.24	8.09	0.07

(1) Revised since publication of Research Bulletin #33.

(2) Except that Central Illinois Light Company, Central Illinois Public Service Company, Illinois Iowa Power Company, Illinois Northern Utilities Company, North Shore Gas Company, Peoples Power Company, and Union Electric Company of Illinois, seven of the twelve companies, reported no Other Sales to Public Authorities in either year.

Table X
ILLINOIS GAS UTILITIES
TOTAL SALES TO ULTIMATE CONSUMERS*

	REVENUE			THERMS			AVERAGE NUMBER OF CUSTOMERS			REVENUE PER THERM		% TOTAL OPERATING REVENUE
	1940			1941			1940			1941		
	1941	1940	% Change	1941	1940	% Change	1941	1940	% Change	1941	1940	
TOTAL 12 COMPANIES	\$63,122,127	\$61,281,105	3.0%	833,348,324	809,989,073	2.9%	1,423,810	1,391,761 ⁽¹⁾	2.3%	7.57¢	7.57¢	94.23%
TOTAL 12 COMPANIES, ex. of Peoples Gas Lt. & Coke Co.	28,622,410	27,244,526	5.1	372,977,311	334,125,963	11.6	565,336	547,647 ⁽¹⁾	3.2	7.67	8.15	98.15
Cent. Ill. Elec. & Gas Co.	1,402,513	1,312,951	6.8	9,536,799	8,509,938	12.1	34,491	33,444	3.1	14.71	15.43	99.30
Central Illinois Light Co.	3,123,918	3,045,734	2.6	55,096,443	53,036,677	3.9	55,503	52,884	5.0	5.67	5.74	98.98
Cent. Ill. Pub. Ser. Co.	1,026,903	1,002,281	2.5	9,805,135	9,498,429	3.2	25,148	24,319	3.4	10.47	10.55	99.14
Illinois Iowa Power Co.	3,161,944	3,134,159	0.9	23,556,520	22,211,103	6.1	91,801	89,970 ⁽¹⁾	2.0	13.42	14.11	98.08
Ill. Northern Utilities Co.	518,508	510,668	1.5	2,209,600	2,126,543	3.9	16,074	15,742	2.1	23.47	24.01	99.31
North Shore Gas Company	1,574,022	1,530,566	2.8	9,760,286	9,490,411	2.8	27,483	26,898	2.2	16.13	16.13	98.38
Peoples Gas Lt. & Coke Co.	34,499,717	34,046,579	1.3	460,371,013	475,863,110	-3.3	858,474	844,114	1.7	7.49	7.15	91.22
Peoples Power Company	1,295,832	1,164,604	11.3	18,200,392	15,619,692	16.5	22,784	21,845	4.3	7.12	7.46	99.01
Pub. Ser. Co. of No. Ill.	11,181,910	10,258,220	9.0	200,159,884	165,447,539	21.0	173,612	167,283 ⁽¹⁾	3.8	5.59	6.20	97.19
Union Electric Co. of Ill.	127,417	138,631	-8.1	536,947	533,624	0.6	4,987	5,003	-0.3	23.73	25.98	97.88
Union Gas & Electric Co.	305,100	310,279	-1.7	1,501,313	1,524,770	-1.5	9,781	9,722 ⁽¹⁾	0.6	20.32	20.35	98.11
Western United Gas & Elec. Co.	4,904,343	4,826,433	1.6	42,613,992	46,127,237	-7.6	103,672	100,537 ⁽¹⁾	3.1	11.51	10.46	98.93

* See footnotes on supporting tables, preceding.

(1) Revised since publication of Research Bulletin #33.

Table XI
ILLINOIS GAS UTILITIES
SALES TO OTHER GAS UTILITIES

	REVENUE			THERMS			AVERAGE NUMBER OF CUSTOMERS			REVENUE PER THERM		% TOTAL OPERATING REVENUE
	% Change			% Change			% Change					
	1941	1940		1941	1940		1941	1940		1941	1940	
TOTAL 12 COMPANIES ⁽¹⁾	\$2,926,281	\$3,073,045	-4.8%	74,380,970	72,991,622	1.9%	5	5	0.0%	3.93¢	4.21¢	4.37%
TOTAL 12 COMPANIES, ex. of (1) Peoples Gas Lt. & Coke Co.	85,849	100,831	-14.9	2,848,569	2,737,316	4.1	4	4	0.0	3.01	3.68	0.29
Illinois Iowa Power Company	34,334	52,891	-35.1	461,976	711,512	-35.1	1	1	0.0	7.43	7.43	1.07
Peoples Gas Lt. & Coke Co.	2,840,432	2,972,214	-4.4	71,532,401	70,254,306	1.8	1	1	0.0	3.97	4.23	7.51
Pub. Ser. Co. of No. Ill.	49,930	46,234	8.0	2,365,481	2,000,437	18.2	2	2	0.0	2.11	2.31	0.43
Western United Gas & Elec. Co.	1,585	1,706	-7.1	21,112	25,367	-16.8	1	1	0.0	7.51	6.73	0.03

(1) Except that Central Illinois Electric & Gas Company, Central Illinois Light Company, Central Illinois Public Service Company, Illinois Northern Utilities Company, North Shore Gas Company, Peoples Power Company, Union Electric Company of Illinois and Union Gas and Electric Company, eight of the twelve companies reported no Sales to Other Gas Utilities in either year.

Table XII
ILLINOIS GAS UTILITIES
INTERDEPARTMENTAL SALES

	REVENUE			THERMS			AVERAGE NUMBER OF CUSTOMERS			REVENUE PER THERM		% TOTAL OPERATING REVENUE
	% Change			% Change			% Change					
	1941	1940		1941	1940		1941	1940		1941	1940	
TOTAL 12 COMPANIES(1)	\$7,488	\$8,809	-15.0%	148,856	180,217	-17.4%	-	-	-	5.03¢	4.89¢	0.01%
TOTAL 12 COMPANIES, ex. of												
Peoples Gas Lt. & Coke Co. (1)	7,488	8,809	-15.0	148,856	180,217	-17.4	-	-	-	5.03	4.89	0.03
Central Illinois Light Co.	3,379	3,821	-11.6	51,935	60,484	-14.1	-	-	-	6.51	6.32	0.11
Illinois Iowa Power Company	4,109	4,988	-17.6	96,921	119,733	-19.1	-	-	-	4.24	4.17	0.13

(1) Except that Central Illinois Electric and Gas Company, Central Illinois Public Service Company, Illinois Northern Utilities Company, North Shore Gas Company, The Peoples Gas Light & Coke Company, Peoples Power Company, Public Service Company of Northern Illinois, Union Electric Company of Illinois, Union Gas & Electric Company and Western United Gas & Electric Company, ten of the twelve companies reported no inter-departmental sales in either year.

Table XIII
ILLINOIS GAS UTILITIES
TOTAL GAS SALES*

	REVENUE			THERMS			AVERAGE NUMBER OF CUSTOMERS			REVENUE PER THERM		% TOTAL OPERATING REVENUE
	1941		% Change	1940		% Change	1941		% Change	1940		
	1941	1940		1941	1940		1941	1940		1941	1940	
TOTAL 12 COMPANIES	\$66,055,896	\$64,362,959	2.6%	907,878,150	883,160,912	2.8%	1,423,815	1,391,766 ⁽¹⁾	2.3%	7.28¢	7.29¢	98.61%
TOTAL 12 COMPANIES, ex. of Peoples Gas Lt. & Coke Co.	28,715,747	27,344,166	5.0	375,974,736	337,043,496	11.6	565,340	547,651 ⁽¹⁾	3.2	7.64	8.11	98.47
Cent. Ill. Elec. & Gas Co.	1,402,513	1,312,951	6.8	9,536,799	8,509,938	12.1	34,491	33,444	3.1	14.71	15.43	99.30
Central Illinois Light Co.	3,127,297	3,049,555	2.5	55,148,378	53,097,161	3.9	55,503	52,884	5.0	5.67	5.74	99.09
Cent. Ill. Pub. Ser. Co.	1,026,903	1,002,281	2.5	9,805,135	9,498,429	3.2	25,148	24,319	3.4	10.47	10.55	99.14
Illinois Iowa Power Company	3,200,387	3,192,038	0.3	24,115,417	23,042,348	4.7	91,802	89,971 ⁽¹⁾	2.0	13.27	13.85	99.28
Ill. Northern Utilities Co.	518,508	510,668	1.5	2,209,600	2,126,543	3.9	16,074	15,742	2.1	23.47	24.01	99.31
North Shore Gas Company	1,574,022	1,530,566	2.8	9,760,286	9,490,411	2.8	27,483	26,898	2.2	16.13	16.13	98.38
Peoples Gas Lt. & Coke Co.	37,340,149	37,018,793	0.9	531,903,414	546,117,416	-2.6	858,475	844,115	1.7	7.02	6.78	98.73
Peoples Power Company	1,295,832	1,164,604	11.3	18,200,392	15,619,692	16.5	22,784	21,845	4.3	7.12	7.46	99.01
Pub. Ser. Co. of No. Ill.	11,231,840	10,304,454	9.0	202,525,365	167,447,976	20.9	173,614	167,285 ⁽¹⁾	3.8	5.55	6.15	97.62
Union Electric Co. of Ill.	127,417	138,631	-8.1	536,947	533,624	0.6	4,987	5,003	-0.3	23.73	25.98	97.88
Union Gas & Electric Co.	305,100	310,279	-1.7	1,501,313	1,524,770	-1.5	9,781	9,722 ⁽¹⁾	0.6	20.32	20.35	98.11
Western United Gas & Elec. Co.	4,905,928	4,828,139	1.6	42,635,104	46,152,604	-7.6	103,673	100,538 ⁽¹⁾	3.1	11.51	10.46	98.96

* See footnotes on supporting tables, preceding.
(1) Revised since publication of Research Bulletin #33.

Table XIV
ILLINOIS GAS UTILITIES
OTHER GAS REVENUE

% TOTAL OPERATING REVENUE	1941		1940		% Change
1.39%	\$927,742		\$1,162,386		(1) -20.2%
1.53	446,744		655,703		-31.9
0.70	9,891		10,842		-8.8
0.91	28,845		27,111		6.4
0.86	8,870		10,678		-16.9
0.72	23,299		19,590		18.9
0.69	3,590		3,547		1.2
1.62	25,977		23,418		10.9
1.27	480,998		506,683		(1) -5.1
0.99	12,936		11,263		14.9
2.38	273,231		485,742		(1) -43.8
2.12	2,754		2,616		5.3
1.89	5,887		7,022		-16.2
1.04	51,464		53,874		-4.5
TOTAL 12 COMPANIES					
TOTAL 12 COMPANIES, ex. of					
Peoples Gas Lt. & Coke Co.					
Cent. Ill. Elec. & Gas Co.					
Central Illinois Light Co.					
Cent. Ill. Pub. Ser. Co.					
Illinois Iowa Power Company					
Ill. Northern Utilities Co.					
North Shore Gas Company					
Peoples Gas Light & Coke Co.					
Peoples Power Company					
Pub. Ser. Co. of No. Ill					
Union Elec. Co. of Illinois					
Union Gas & Electric Co.					
Western United Gas & Elec. Co.					

(1) Revised since publication of Research Bulletin #33.

Table XV
ILLINOIS GAS UTILITIES
TOTAL GAS OPERATING REVENUE*

	REVENUE		
	1941	1940	% Change
TOTAL 12 COMPANIES	\$66,983,638	\$65,525,345 ⁽¹⁾	2.2%
TOTAL 12 COMPANIES, ex. of Peoples Gas Lt. & Coke Co.	29,162,491	27,999,869	4.2
Cent. Ill. Elec. & Gas Co.	1,412,404	1,323,793	6.7
Central Illinois Light Co.	3,156,142	3,076,666	2.6
Cent. Ill. Pub. Ser. Co.	1,035,773	1,012,959	2.3
Illinois Iowa Power Company	3,223,686	3,211,628	0.4
Ill. Northern Utilities Co.	522,098	514,215	1.5
North Shore Gas Company	1,599,999	1,553,984	3.0
Peoples Gas Lt. & Coke Co.	37,821,147	37,525,476 ⁽¹⁾	0.8
Peoples Power Company	1,308,768	1,175,867	11.3
Pub. Ser. Co. of No. Ill.	11,505,071	10,790,196	6.6
Union Elec. Co. of Illinois	130,171	141,247	-7.8
Union Gas & Electric Co.	310,987	317,301	-2.0
Western United Gas & Elec.Co.	4,957,392	4,882,013	1.5

* See footnotes on supporting tables, preceding.

(1) Revised since publication of Research Bulletin #33.

APPENDIX A

PERCENTAGE RELATIONSHIP OF THE VARIOUS CLASSES OF CONSUMER SALES TO TOTAL SALES TO ULTIMATE CONSUMERS

Throughout the text of this study and in Tables I to XV, inclusive, the relative importance of revenue from each class of sales has been expressed as a percentage of Total Operating Revenue. However, this procedure has a tendency to distort the true importance of a given class of consumer sales to Total Sales to Ultimate Consumers. This, for the reason that Total Gas Operating Revenue, as distinguished from Sales to Ultimate Consumers, includes revenue from sales to other gas utilities and other miscellaneous operating revenue, which are not actual sales of gas. In order to overcome this deficiency, this appendix makes use of Total Sales to Ultimate Consumers as a common denominator for the measurement of consumer sales; presenting computations of the percentage relationship of each class of Consumer Sales to Total Sales to Ultimate Consumers, both as to revenue and to therms.

Reference to Table A will disclose that for the twelve companies, residential service accounted for 63.83% of the total revenue, but only 33.32% of the total therms. Residential, exclusive of space heating registered 52.62% of the total revenue, and 21.16% of total therms, while Residential Space Heating accounted for 14.26% and 12.66% of total revenue and therms, respectively.

The percentage importance as between revenue and therms was reversed in the case of Total Commercial and Industrial Sales, revenue accounting for 32.99% of Total Sales to Ultimate Consumers, but therms accounting for 66.06%. Of the last two percentage figures commercial sales accounted for 12.69% of the revenue and 9.20% of the therms.

Total Industrial Sales produced 20.30% of the revenue and 56.86% of the therm sales. Breaking down this category, we find that Non-Interruptible accounted for 9.40% of the

revenue and 11.42% of the therms; while Interruptible Sales produced 45.44% of the therm sales as against only 10.90% of the total revenue.

Percentages shown for the individual companies reveal considerable variation. As for example, percentages of residential sales to total sales to ultimate consumers ranged from 86.12% and 82.64% for revenue and therms, respectively, of North Shore Gas Company to 49.65% and 22.54% for revenue and therms, respectively of Peoples Power Company. Companies operating in industrial areas report much higher percentages of commercial and industrial sales, with a single exception, Union Electric Company of Illinois, whose industrial sales for 1941 were less than one per cent of its total sales to ultimate consumers, and whose total commercial and industrial sales were only 19.0% of the total.

Table A
PERCENTAGE RELATIONSHIP OF REVENUE AND THERMS IN EACH CLASS OF CONSUMER SALES
TO TOTAL SALES TO ULTIMATE CONSUMERS

	Total, 12 Companies		Total, 12 Companies Excl. of Peoples Gas Light & Coke Company		Central Illinois Elec. & Gas Co.		Central Illinois Light Co.		Central Illinois Public Service Co.	
	Revenue	Therms	Revenue	Therms	Revenue	Therms	Revenue	Therms	Revenue	Therms
Total Sales to Ultimate Consumers	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%
Total Residential Sales	66.88	33.82	70.71	36.33	70.45	50.46	65.16	31.78	73.12	49.78
Residential Excl. of Space Heating	52.62	21.16	51.06	18.71	63.72	40.32	42.79	13.70	54.77	24.26
Residential Space Heating	14.26	12.66	19.65	17.62	6.73	10.14	22.37	18.08	18.35	25.52
Total Commercial & Industrial Sales	32.99	66.06	29.20	63.60	29.08	48.99	34.84	68.22	26.88	50.22
Total Commercial Sales	12.69	9.20	9.83	5.67	10.71	10.67	10.15	5.19	20.42	24.07
Commercial, Excl. of Space Heating	10.64	7.23	8.17	4.04	9.27	8.51	8.18	3.40	15.86	16.99
Commercial Space Heating	2.05	1.97	1.66	1.63	1.44	2.16	1.98	1.79	4.56	7.08
Total Industrial	20.30	56.86	19.37	57.93	18.37	38.32	24.69	63.03	6.46	26.15
Industrial Non-Interruptible	9.40	11.42	5.89	7.64	17.54	33.93	2.39	1.81	0.62	1.18
Industrial Interruptible	10.90	45.44	13.48	50.29	0.83	4.39	22.30	61.22	5.84	24.97
Public Street & Highway Lighting	0.05	0.05	0.02	0.01	-	-	-	-	-	-
Other Sales to Public Authorities	0.08	0.07	0.07	0.06	0.47	0.55	-	-	-	-

Table A (Continued)
PERCENTAGE RELATIONSHIP OF REVENUE AND THERMS IN EACH CLASS OF CONSUMER SALES
TO TOTAL SALES TO ULTIMATE CONSUMERS

	Illinois Iowa Power Co.		Illinois Northern Utilities Co.		North Shore Gas Co.		Peoples Gas, Light & Coke Co.		Peoples Power Company	
	Revenue	Therms	Revenue	Therms	Revenue	Therms	Revenue	Therms	Revenue	Therms
Total Sales to Ultimate Consumers	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%
Total Residential Sales	75.61	53.94	78.77	70.96	86.12	82.64	63.71	31.80	49.65	22.54
Residential, Excl. of Space Heating	67.61	40.47	78.50	70.39	64.92	48.42	53.91	23.15	39.51	14.82
Residential Space Heating	8.00	13.47	0.27	0.57	21.20	34.22	9.80	8.65	10.14	7.72
Total Commercial & Industrial Sales	24.39	46.06	21.23	29.04	13.74	17.22	36.14	68.06	50.35	77.46
Total Commercial Sales	15.16	12.65	13.01	14.71	8.30	8.83	15.07	12.07	10.50	5.06
Commercial, Excl. of Space Heating	13.53	10.02	12.98	14.66	7.43	7.58	12.68	9.81	9.60	4.34
Commercial Space Heating	1.63	2.63	0.03	0.05	0.87	1.25	2.39	2.26	0.90	0.72
Total Industrial	9.23	33.41	8.22	14.33	5.44	8.39	21.07	55.99	39.85	72.40
Industrial Non-Interruptible	2.31	2.61	8.22	14.33	5.44	8.39	12.30	14.48	24.69	30.08
Industrial Interruptible	6.92	30.80	-	-	-	-	8.77	41.51	15.16	42.32
Public Street & Highway Lighting	-	-	-	-	0.14	0.14	0.08	0.09	-	-
Other Sales to Public Authorities	-	-	-	-	-	-	0.07	0.05	-	-

Table A (Continued)
PERCENTAGE RELATIONSHIP OF REVENUE AND THERMS IN EACH CLASS OF CONSUMER SALES
TO TOTAL SALES TO ULTIMATE CONSUMERS

	Public Service Co. of Northern Ill.		Union Electric Co. of Illinois		Union Gas and Electric Co.		Western United Gas & Electric Co.	
	Revenue	Therms	Revenue	Therms	Revenue	Therms	Revenue	Therms
Total Sales to Ultimate Consumers	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%
Total Residential Sales	64.09	26.72	80.93	76.83	79.11	76.73	84.74	62.91
Residential, Excl. of Space Heating	38.62	10.62	79.91	73.79	76.26	71.23	63.00	34.71
Residential Space Heating	25.47	16.10	1.02	3.04	2.85	5.50	21.74	28.20
Total Commercial & Industrial Sales	35.82	73.21	19.07	23.17	19.63	21.90	15.20	36.99
Total Commercial Sales	8.29	3.48	18.53	22.51	14.51	15.48	6.69	5.81
Commercial, Excl. of Space Heating	6.64	2.31	18.44	22.22	13.21	13.15	5.07	3.64
Commercial Space Heating	1.65	1.17	0.09	0.29	1.30	2.33	1.62	2.17
Total Industrial	27.53	69.73	0.54	0.66	5.12	6.42	8.51	31.18
Industrial Non-Interruptible	4.13	3.88	0.54	0.66	5.12	6.42	7.35	21.26
Industrial Interruptible	23.40	65.85	-	-	-	-	1.16	9.92
Public Street & Highway Lighting	0.02	0.01	-	-	-	-	-	-
Other Sales to Public Authorities	0.07	0.06	-	-	1.26	1.37	0.06	0.10

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Dwight H. Green, Governor

ILLINOIS ELECTRIC UTILITIES
A Comparative Study of 1942 Sales

Research Bulletin #37

John D. Biggs, Chairman
William Parrillo
Frank Peska
Edwin A. Rosenstone
Val J. Washington, Commissioners
Frank M. Kalteux, Secretary

ILLINOIS COMMERCE COMMISSION
RATES AND RESEARCH SECTION

ILLINOIS ELECTRIC UTILITIES

A Comparative Study of 1942 Sales

As Reported by the Eleven Largest
Electric Utilities Whose Sales to Ultimate
Consumers Account for Approximately 99% of the
Total for the State

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ILLINOIS COMMERCE COMMISSION
Rates and Research Section
Springfield, Illinois

April 17, 1943

Hon. John D. Biggs, Chairman
Illinois Commerce Commission
Springfield, Illinois

Dear Sir:

I transmit herewith Research Bulletin #37
entitled "Illinois Electric Utilities, A Comparative
Study of 1942 Sales."

This study provides a timely analysis of
electric sales in Illinois on a comparative basis
for the years 1942 and 1941. In addition it con-
tinues a permanent and historical reference began
a number of years ago. Supplementing this data, the
text also discusses briefly important trends in
electric sales during the period from 1929 to 1942,
inclusive.

It was prepared with the collaboration of
Messrs. Finin and Moreland of the Research staff.

Yours very truly,



Neil C. Albin
Senior Statistician
RATES & RESEARCH SECTION

ACCOUNTING CONSIDERATIONS AND SOURCE OF INFORMATION

1. Scope of Study

This study of electric sales is the tenth of such a series began in 1933.^{1/} Since that time two important changes have been made in the extent of the study, the first being a reduction in the number of companies considered, and second, the new Uniform System of Accounts for electric utilities, which was adopted by the Commission January 1, 1938.^{2/} From time to time several other minor changes and improvements have also been incorporated to enhance the valuableness of the material, such as discussing the various classes of consumer sales in their relationship to total ultimate sales.

Of the thirty privately owned electric utilities operating in the State of Illinois under the jurisdiction of the Illinois Commerce Commission, eleven account for approximately ninety-nine percent of the State's total electric business. Principally for that reason this study is confined to these large companies, as was the practice in most of the preceding issues of this annual analysis of electric sales. The eleven companies referred to are as follows:

Central Illinois Electric & Gas Company,
Central Illinois Light Company,
Central Illinois Public Service Company,
Commonwealth Edison Company,
Illinois Iowa Power Company,
Illinois Northern Utilities Company,
Iowa-Illinois Gas & Electric Company,
Produce Terminal Corporation,
Public Service Company of Northern Illinois,
Union Electric Company of Illinois, and
Western United Gas & Electric Company.

Table I, on page 25 is a consolidated revenue account, showing aggregates for revenues, kilowatt-hours and customers covering each class of business for the eleven large companies.

Succeeding Tables 2 to 14, inclusive, contain details as to revenue, kilowatt-hours and customers for each individual company, each table covering a particular class of service. Grand totals are also shown on these tables, both inclusive and

^{1/} See Research Bulletins #32, and #34.

^{2/} General Order #144.

#4, #14, #18, #20, #24, #27, #30,

exclusive of Commonwealth Edison Company. Both 1941 and 1942 data are shown throughout these tables, together with computations showing percentage change from 1941, average revenue per kilowatt-hour, kilowatt-hours per customer, average revenue per customer, and the percentage of total electric operating revenue represented by each account.

Table 15 sets up the percentage relationship of revenue and kilowatt-hour sales to total sales to ultimate consumers for the year 1942 with respect to all eleven companies, and for the eleven companies exclusive of Commonwealth Edison Company, as well as individual company percentages. This was done because use of the total sales of electricity to ultimate consumers, which does not include sales to other electric properties for re-sale, as a common denominator resulted in a more accurate ratio of the relative importance of each class of business. For the purpose of this study this practice has been continued and each particular class of consumer sales discussed in the text covers this important factor in detail.

The long term trends in electric sales from 1929 to 1942 are shown by Table 16 and graphically by Chart A. Several former Research Bulletins relating to electric sales have shown long term trends beginning with the year 1929 which were discussed as a separate and distinct section of those studies. However, for the purpose of this study the discussion of long term trends, with the exception of Other Sales^{3/}, appear under the respective class of service being reviewed.

2. Sources of Information

Monthly reports for December 1942 supplied the basic sales data for that year as used in this study. Such data is preliminary in character and subject to audit adjustments which, from past experience, have been minor in character. The basic data for the year 1941 considered by this study is that shown by the annual reports filed with the Commission for that year and represent final figures. Any adjustments pertaining to the

^{3/}Other Sales was derived by deducting Residential Sales from Total Sales to Ultimate Consumers. Other Sales includes Rural Commercial and Industrial, Public Street and Highway Lighting, Sales to Public Authorities and Railroads and Railways.

statistical tables since publication of Research Bulletin #34 for the year 1941 are shown by footnotes.

The aggregate sales data reflecting the long term trends in Residential Sales, Other Sales and Total Sales to Ultimate Consumers as shown by the Table 16 and Chart A, pages 42 and 43, were obtained from the annual reports filed by the eleven large electric utilities considered by this study, with the exception of the data for the year 1942, which source of information was the December, 1942 monthly operating reports.

3. Accounting Considerations

For the purpose of this study, Interdepartmental Sales (Account 607) have not been considered as Sales to Ultimate Consumers. The Iowa-Illinois Gas & Electric Company was the only utility to report Other Sales (Account 608). Inasmuch as those sales accounted for less than one-tenth of one percent of Total Sales to Ultimate Consumers, they were included with that company's Small Power and Light Sales.^{4/}

On December 22, 1941 the Central Illinois Public Service Company acquired Terre Haute and Western Railway Company's electric property in Illinois. Necessarily, for comparative purposes, the Central Illinois Public Service Company's 1941 electric sales have been adjusted to include those of the Terre Haute Company covering that year.^{5/}

The long term trends in electric sales have been somewhat affected by a change in classification of accounts adopted by this Commission January 1, 1938 (General Order #144), which principally affected operating revenue accounts by crediting forfeited discounts to miscellaneous operating revenue instead of the accounts pertaining to the sales of electricity. However, this fact is not particularly disturbing, although it does have some effect on long term trends, especially Residential Sales.

In the case of all mergers and consolidations, data have been adjusted to include sales of predecessors whose identities

^{4/} See footnote 3/, Table 5, page 29.

^{5/} See footnotes on Tables, 2, 3, 5, 6, 7, 9, 12, 13 and 14.

have been merged with certain of the eleven major companies, thereby presenting data applicable to a comparable group of business units.

4. Other Considerations

A great many factors influence the ratios shown for each company considered by this study, being designed principally for the purpose of statistical information, no attempt beyond a few interpretive comments in the text is made to explain the behavior of the sales trends. Any comparison made, or which might be made, must consider these facts.

1. COMPARATIVE CONSOLIDATED SUMMARY, Table 1, page 25.

The data shown by this table summarizes the aggregate sales of the eleven companies considered by this study according to classes of energy sold and other electrical and miscellaneous revenue. In addition the average revenue per kilowatt-hour is shown together with the percentage relationship each classification of revenue is to the total operating revenue.

The significant facts revealed by this table are the large increases recorded for the year 1942 over 1941 in Sales to Other Electric Utilities (energy sold for re-sale), Large Power and Light Sales and Other Sales to Public Authorities, while the third largest category in terms of revenue, Small Power and Light Sales, recorded decreases during the same period. In addition, decreases percentagewise are also indicated in Public Street and Highway Lighting Sales.

A detailed discussion of each revenue account follows for sales of electric energy to ultimate consumers, together with accounts comprising other electric revenues, such as rent from electric property, forfeited discounts and penalties and other miscellaneous electric revenue.

2. TOTAL ELECTRIC OPERATING REVENUE, Table 14, page 40.

In 1942 the total revenue of the eleven companies as considered herein amounted to \$224,997,623 as compared to \$213,470,129 for 1941, a gain of 5.4%. This gain is less than the 7.6% increase recorded in 1941 over 1940 and also less than the 6.8% gain made in 1940 over 1939. This lessening in dollar volume of business is apparently due to the relative importance of industrial loads and sales to other utilities for re-sale, which should be borne in mind is energy sold at low rates, together with the slight loss recorded in commercial revenue for the year 1942.

Each of the individual companies reported increases ranging from 2.7% for the Commonwealth Edison Company to 19.0% for the Union Electric Company of Illinois.

3. OTHER ELECTRIC OPERATING REVENUE, Table 13, page 39.

This account includes revenue from such sources as forfeited discounts, rent from electric property and other miscellaneous revenue. In 1942 such revenue constituted only 1.6% of the total operating revenue and totaled \$3,666,964 or 0.3% more than the \$3,655,586 in 1941.

4. TOTAL SALES OF ELECTRIC ENERGY, Table 12, page 38.

In this category is included sales to others for resale and interdepartmental sales. The behavior of this account for all companies and each individual company indicates substantially the same results already noted for total operating revenue.

5. INTERDEPARTMENTAL SALES, Table 11, page 37.

Only three companies reported sales of this character, and in view of the fact that they constitute but a small proportion of the total revenue as well as the fact that other companies deliver energy to co-ordinate departments which are actually interdepartmental transfers but are treated as off sets to production expenses, such sales have not been included in total sales to ultimate consumers.

6. SALES TO OTHER ELECTRIC UTILITIES, Table 10, page 36.

Although the importance of this class of service to the total of all classes varies widely among companies, the aggregate revenue reported by the nine companies in 1942 accounted for a little over one tenth (10.2%) of the total electric operating revenue. However, the rates of growth of 12.7% in revenue and 14.9% in kilowatt-hours for the period under review are almost twice as large as those recorded during the 1941-1940 period of comparison, despite the fact that the average number of consumers decreased from 86 in 1941 to 84 in 1942 and that both Central Illinois Light Company and Central Illinois Public Service Company during the same period reported decreases of 28.6% and 17.5%, respectively, in revenue, kilowatt-hours decreasing 2.5% and 23.8%. The seven remaining companies reported revenue increases in 1942 over 1941 ranging from 53.6% to 0.6% while kilowatt-hour sales during the same period of comparison ranged

from increases of 75.1% to 7.2%.

7. TOTAL SALES TO ULTIMATE CONSUMERS

(a) Comparative Sales, 1942-1941, Table 9, page 35.

The sale of energy to ultimate consumers is perhaps the best measure that can be obtained of the market for electricity. Increased industrial activity in the production of materials and supplies necessary to the war effort was no doubt the principal reason for the gains recorded during the 1942-1941 period under review. In addition the percentages of increase were also stimulated by certain rate reductions.

The number of electric customers reached an all time peak in 1942 when they exceeded the 2,000,000 mark by 31,402, or a gain of 1.6% over the 1,998,591 recorded in 1941. The revenue for the eleven companies totaled slightly more than \$198,000,000 or 4.7% more than the \$189,000,000 reported for the previous year. The physical volume of sales amounted to approximately 10,148 million kilowatt-hours, an increase of 10.4% over the comparable figure of 9,196 million kilowatt-hours for 1941.

For the utilities included in this study other than Commonwealth Edison Company, revenue from ultimate consumer sales in 1942 amounted to \$98,307,909, or 7.6% more than the \$91,352,506 total for 1941. Kilowatt-hour sales increased 16.5% and the average number of consumers 2.5% during the same period of comparison.

Commonwealth Edison Company, which operates within the corporate limits of the city of Chicago, reported sales to ultimate consumers amounting to \$99,896,366 in 1942 as compared with \$97,925,464 in 1941. This is an increase of 2.0%. Kilowatt-hour sales increased 5.2%, or from 4,975,917,629 in 1941 to 5,233,704,568 in 1942. For the same period of comparison the average number of customers increased only 0.8%.

Individual company results show that increases in revenue ranged from a high of 11.9% for Union Electric Company of Illinois to a low of 2.0% for Commonwealth Edison Company. Similar analysis discloses that Illinois Northern Utilities Company reported the highest gain in kilowatt-hour sales of

27.7% of all the eleven companies, while the Produce Terminal Corporation was low with a 1.4% increase. With the exception of the latter company, all other companies displayed the same pattern of a more rapid increase in kilowatt-hour sales than in revenue. This fact together with certain rate reductions, lowered the average cost of electricity for all purposes from 2.06¢ in 1941 to 1.95¢ in 1942.

(b) Long Term Trends, 1929-1942, Table 16, page 43.

In Illinois during the last 14 years the physical volume of electricity sales to ultimate consumers has practically doubled, rising from 5,837 million kilowatt-hours in 1929 to 10,148 million in 1942. The revenue from such sales in 1942 reached an all-time high of \$198 million which is 35.6% more than the \$146 million shown for the boom year of 1929. From 1930 to 1933 a decline both in revenue and kilowatt-hour sales was recorded, revenue dropping in 1933 to \$128 million and 5,029 million kilowatt-hours. From 1933 to 1937 the trend was reversed, and the increases percentagewise in physical volume were considerably greater than the gains in revenue.

The year 1938 saw a decline in industrial activity in the State and kilowatt-hour sales decreased sharply, but not in such quantities to make any appreciable change in the revenue, which remained at approximately \$157 million. The upward swing began again in 1939, particularly the last six months of that year, and since that time the growth in kilowatt-hour sales has been phenomenal, although as in certain previous years, such sales have shown greater increases than have the corresponding revenues. Recent increased industrial activity, due to the war and to that period of preparation shortly before the war, is perhaps the outstanding cause for the large increases in electric sales to ultimate consumers demonstrated during that period.

In 1942 the average revenue per kilowatt-hour dropped below the 2¢ mark for the first time, to 1.95¢ per kilowatt-hour. A number of factors, in addition to changes in rates, influence the average revenue per kilowatt-hour. For example, shifts in the relative importance of various classes

of consumer sales to total ultimate sales by individual companies affect the average revenue per kilowatt-hour for the eleven companies. In 1942, as stated heretofore, the average revenue for the eleven companies considered by this study amounted to 1.95¢ as compared with the 2.49¢ in 1929, a decrease of 21.7%. During the same period the national average decreased 30.4% or from 2.57¢ in 1929 to 1.79¢ in 1942.

The following table indicates some variation in the rate of decline for individual companies in average revenue per kilowatt-hour:

	Average Revenue Per Kilowatt-Hour from Total Sales To Ultimate Sonsumers				% Change 1942 over 1929
	<u>1942</u>	<u>1941</u>	<u>1929</u>		
Cent. Ill. Elec. & Gas Co.	2.22¢	2.37¢	3.46¢		-35.8%
Central Illinois Light Co.	1.61	1.70	2.41		-33.2
Cent. Ill. Pub. Ser. Co.	2.76	2.99	3.96		-30.3
Commonwealth Edison Company	1.91	1.97	2.12		- 9.9
Illinois Iowa Power Co.	2.22	2.40	3.51		-36.8
Ill. Northern Utilities Co.	1.80	2.06	5.15		-65.1
Iowa-Illinois Gas & Elec. Co.	1.95	2.01	2.89		-32.5
Produce Terminal Corporation	1.44	1.42	1.60		-10.0
Pub. Ser. Co. of No. Ill.	2.00	2.20	3.28		-39.0
Union Electric Co. of Ill.	1.14	1.14	1.62		-29.6
West. United Gas & Elec. Co.	3.08	3.22	4.52		-31.9
Total exclusive of Common- wealth Company	2.00¢	2.16¢	3.21¢		-37.7%
Total 11 companies	1.95¢	2.06¢	2.49¢		-21.7 %

8. RESIDENTIAL SALES

(a) Comparative Sales, 1942-1941, Table 2, pages 26 and 27.

Sales of electricity to residential or domestic cus-
tomers has generally provided the principal source of income
when compared to other classifications of energy sold to ultimate
consumers. This fact has been true up until the year 1942 when
revenue from sales to large power and light customers accounted
for 34.22% of the total aggregate revenue received from ultimate
consumer sales as compared to 32.52% for residential sales.

The remarkable expansion in sales to large industrial
customers during the last two years, together with the lessening
in the rates of growth in residential sales during the same
period, evidently accounts for the displacement of residential
revenue as the principal source of income. Obviously, it is

somewhat problematical to prophesy how long such a condition may continue, but certainly experience has proved that residential sales will undoubtedly continue to be the most dependable, if not the principal source of income, because of being less vulnerable to changing economic conditions than other classes of energy sold to ultimate consumers.

The use of electricity in the homes increased by 4.2% in 1942 rising from an aggregate of 1,604,229,408 kilowatt-hours in 1941 to 1,671,963,081, in spite of the practicable cessation of sales in household electrical appliances early in the year. The average number of customers totaled 1,705,314 in 1942, a gain of 1.9% over the 1,672,914 recorded for the previous year. The gain in revenue from sales in this category of 3.1% was not as rapid as that shown by kilowatt-hour sales; the aggregate amounts being \$64,454,360 in 1942 as compared to \$62,498,537 in 1941.

Revenue gains of individual companies ranged from 0.6% for Central Illinois Public Service Company to 6.8% for Union Electric Company of Illinois. The rate of growth in kilowatt-hour sales ranged from 1.5% to 8.5%. The Public Service Company of Northern Illinois experienced the largest gain in average number of customers of 4.3% whereas Commonwealth Edison Company's gain during the same period was only 1.0%.

The average revenue per kilowatt-hour for all ten companies reporting this class of business continued to decline from 3.90¢ to 3.86¢. All but three of the companies indicated less than a 4.00¢ individual average, the lowest being 3.03¢ for the Central Illinois Light Company, while Central Illinois Public Service Company tops the list with an average of 4.90¢. This represents a spread of 1.87¢ per kilowatt-hour.

The average annual use per kilowatt-hour in 1942 fell short of the 1,000 mark by 20 kilowatt-hours, although when Commonwealth Edison figures were excluded from the totals, the average was 1,010 kilowatt-hours for the first time. However, in both instances the figures indicated represent an increase over similar amounts recorded for the previous year.

Two companies average annual consumption in 1942 was over the 1100 kilowatt-hour mark, while three others recorded average annual usages of better than 1,000 kilowatt-hours. Central Illinois Light Company, which showed the lowest average rate in 1942 of all ten companies, also ranks first with the highest average annual use per customer of 1,196 kilowatt-hours. This pattern is exactly reversed for similar ratios pertaining to the Central Illinois Public Service Company, although this company's 1942 average annual consumption of 739 kilowatt-hours is higher than the 713 kilowatt-hours recorded in 1941, the average rate decreasing during the same period from 5.13¢ to 4.90¢.

(b) Long Term Trends, 1929-1942, Table 16, page 43.

Examination of Table 16, page 43 shows that with the exception of the years 1932 and 1933, the trends in residential sales in this state have been steadily upward during the past 14 years. Since 1929 revenue from residential sales grew from \$45 million to \$64 million, an increase of 42.2%. The number of kilowatt-hours rose from 780 million in 1929 to 1,672 million in 1942, which is an increase of 114.4%, and indicates that kilowatt-hour sales expanded more than $2\frac{1}{2}$ times as fast as revenue.

Residential usage per customer in the United States increased from 499 kilowatt-hours in 1929 to 1,012 kilowatt-hours in 1942, or 102.8%. In Illinois, the increase for the same period of comparison was from 529 to 980 kilowatt-hours, or 85.3%. It is significant to observe, however, that in 1940 and 1941 the average annual consumption per customer was 916 and 959 kilowatt-hours, respectively, which represents a 43 kilowatt-hour increase in average use per customer during that period of comparison, whereas in 1942 the average annual consumption per customer was 980 kilowatt-hours or only 21 kilowatt-hours more than the average use for 1941. This indicates that the gain in residential average use per customer during the latter period, as compared to the gain in 1941 over 1940 was reduced approximately one half.

The average revenue per kilowatt-hour of residential sales for the entire United States declined from 6.30¢ in 1929 to 3.68¢ in 1942, a decrease of 41.6%, according to statistics compiled by the Edison Electric Institute. During the same period the average revenue per kilowatt-hour in Illinois decreased 33.8%, or

from 5.83¢ to 3.86¢ in 1942.

A comparison of the average revenue per kilowatt-hour by individual companies for the years 1929 and 1942 is presented in the following summary:

Average Revenue Per Kilowatt-Hour
from
Residential Sales

<u>Company</u>	<u>1942</u>	<u>1929</u>	<u>Percentage Change from 1929</u>
Cent. Ill. Elec. & Gas. Co.	3.77¢	6.25¢	-39.7%
Central Illinois Light Co.	3.03	5.92	-48.8
Cent. Ill. Pub. Ser. Co.	4.90	7.83	-37.7
Commonwealth Edison Company	3.74	4.73	-20.9
Illinois Iowa Power Company	3.92	8.60	-54.4
Ill. Northern Utilities Co.	3.93	8.28	-52.5
Iowa-Illinois Gas & Electric Co.	3.36	7.90	-57.5
Produce Terminal Corp.*	-	-	-
Pub. Ser. Co. of No. Ill.	4.02	7.73	-48.0
Union Electric Co. of Ill.	3.12	5.32	-41.4
Western United Gas & Elec Co.	4.44	8.06	-44.9
Total, exclusive of Commonwealth Edison Company	3.96¢	7.63¢	-48.1%
Total 11 companies	3.86¢	5.83¢	-33.8%

* This Company reports no residential sales.

(c) Percentage Relationship to Total Sales to Ultimate Consumers, Table 15, page 41.

Examination of the aggregate percentage relationship trends in residential revenue and kilowatt-hour sales since 1938 as indicated by the following table shows a decline from 35.00% and 19.54%, respectively, to 32.52% and 16.48%, respectively in 1942. Similar behavior is noted in the percentage trends when Commonwealth Edison Company's sales are excluded, although the decline was more pronounced in revenue and kilowatt-hours. These comments with respect to residential sales must consider the fact that one company reported no service of this type and obviously had ratios of zero for both the revenue and kilowatt-hours.

In general since 1938 over one half of the individual companies followed the same pattern in that the relative importance of revenue and kilowatt-hour sales to the total sales to ultimate consumers has shown a tendency to decline in both dollar and physical volume of sales.

RESIDENTIAL SALES

Trend in Percentage Relationship of Revenue and Kilowatt-Hours in Each Class of Consumer Sales to Total Sales to Ultimate Consumers

1938-1942

		<u>1938</u>	<u>1939</u>	<u>1940</u>	<u>1941</u>	<u>1942</u>
Total 11 Companies	Rev	35.00%	34.35%	33.85%	33.02%	32.52%
	KWH	19.54	18.79	18.45	17.44	16.48
Total 11 Companies, Excl. of Com. Ed. Co.	Rev	37.67	36.84	36.42	35.46	34.59
	KWH	21.54	20.75	20.48	19.02	17.47
Cent. Ill. Elec. & Gas Co.	Rev	39.19	37.77	36.92	35.22	34.61
	KWH	27.88	25.97	24.70	21.90	20.38
Cent. Ill. Light Co.	Rev	31.89	31.66	32.53	31.83	30.65
	KWH	16.92	16.75	18.19	17.81	16.34
Cent. Ill. Pub. Ser. Co.	Rev	37.86	37.52	37.18	36.86	35.30
	KWH	23.78	23.63	22.83	21.47	19.87
Commonwealth Ed. Co.	Rev	32.77	32.21	31.58	30.74	30.49
	KWH	18.17	17.35	16.89	16.11	15.54
Ill. Iowa Power Co.	Rev	37.80	37.75	37.79	37.07	36.76
	KWH	24.07	24.40	23.91	22.33	20.77
Ill. No. Utilities Co.	Rev	31.19	30.20	30.17	29.25	27.74
	KWH	17.42	14.95	15.07	14.94	12.70
Iowa-Ill. Gas & Elec. Co.	Rev	31.67	31.26	30.56	28.78	26.72
	KWH	18.95	18.73	18.28	17.21	15.54
Produce Terminal Corp.	Rev	0.00	0.00	0.00	0.00	0.00
	KWH	0.00	0.00	0.00	0.00	0.00
Pub. Ser. Co. of No. Ill.	Rev	42.00	40.72	40.05	39.06	38.39
	KWH	24.14	22.93	23.00	21.08	19.12
Union Elec. Co. of Ill.	Rev	27.24	25.92	23.56	21.45	20.48
	KWH	10.98	10.12	8.73	7.75	7.32
West. United Gas & Elec. Co.	Rev	43.30	42.87	43.03	42.43	42.30
	KWH	32.02	31.45	31.72	30.24	29.29

In 1942 one company's revenue and kilowatt-hours accounted for 42.30% and 29.29%, respectively, of the total, whereas during the same year another company's ratios were 20.48% and 7.32%, respectively. All companies fell within these ranges in varying degrees.

9. RURAL SALES

(a) Comparative Sales, 1942-1941, Table 3, pages 28 and 29.

The practice of reporting rural sales by the nine companies of including only farms while others report farms and rural commercial establishments has a tendency to destroy comparable figures among the companies considered. Except for denoting trend the data shown is of little value and since rural

service revenue for the eleven companies amounts to only 2.18%^{1/} of the total operating revenue no attempt will be made to analyze this class of business in detail.

For 1942 the nine companies with rural service reported total revenue of \$4,907,496, an increase of 9.4% over 1941. Kilowatt-hour sales rose 13.8% to a total of 128,180,593 and the average number of rural customers, 72,519 was up 6.0%.

The rates of growth in rural service over the past six years has been as follows:

<u>Percentage of Increase Over Preceding Year</u>			
<u>Year</u>	<u>Revenue</u>	<u>Kilowatt-Hours</u>	<u>Customers</u>
1937	38.9%	44.4%	34.3%
1938	27.6	33.9	24.3
1939	19.6	27.3	18.6
1940	16.5	22.0	13.5
1941	14.5	20.4	9.9
1942	9.4	13.8	6.0

The decline in the rates of growth from 1937 to 1942, both inclusive, might indicate some tendency toward stabilization since rural sales for the past several years have constituted the most rapidly growing class. However, in 1942, the decline is more noticeable which perhaps can be attributed to measures taken by the government in restricting the sale of necessary materials and supplies to expand rural electrical systems.

(b) Percentage Relationship to Total Sales to Ultimate Consumers, Table 15, page 41.

The relationship of this service classification to total sales to ultimate consumers for the nine companies discloses that revenue in 1942 ranged from 3.04% to 5.76% except that in the case of Illinois Northern Utilities Company rural revenue was 16.26% of the total. Similar variation is noted with respect to the kilowatt-hour sales which ranged from 0.90% of the total to 7.15%, the latter figure being that of Illinois Northern Utilities Company.

^{1/} Commonwealth Edison Company and Produce Terminal Corp. which account for about one half of the total electrical operating revenue, report no rural sale, consequently, this percentage is misleading and does not truly reflect the importance of rural service to those companies which do have that class of business.

10. LARGE POWER AND LIGHT SALES

(a) Comparative Sales 1942-1941, Table 4, page 30.

Large power and light sales increased 10.6% in 1942 to \$66,272,399, a sum of about 2.8% more than the aggregate residential revenue. Industrial kilowatt-hours were up 15.2% to a total of 5,589,982,895, which is about 3.3 times the total residential kilowatt-hour sales. Consequently, sales to customers in this category are of considerable importance, particularly at this time when a large number of the industrial concerns in the state are operating on an around-the-clock basis to supply the armed forces with the necessary implements of war. War production became firmly established in 1942 displacing civilian production to an increased degree, although the increase in physical volume of sales to large industrial customers as regards the 1942-1941 period of comparison were apparently less than the 1941-1940 period as shown by the following table:

LARGE POWER AND LIGHT SALES
(Millions of kilowatt-hours)

<u>Period of Comparison</u>	<u>Period of Comparison</u>
1942 - 5,590	1941 - 4,853
1941 - <u>4,853</u> 737	1940 - <u>4,037</u> [*] 816

* Revised for comparable purposes since publication of Research Bulletins No. 32 and 34.

These figures perhaps have some indication that war production may not prove as disturbing to energy sales in its relationship to total sales to ultimate consumers as was first anticipated.

The increases in 1942 over 1941 of 17.8% in revenue, 24.2% in kilowatt-hours and 9.6% in the average number of customers for those companies exclusive of the Commonwealth Edison Company are larger than for all companies, although they follow a similar pattern when compared to the increases recorded during the 1941-1940 period of comparison.

With the exception of the Iowa-Illinois Gas and Electric Company's decreases of 1.5% in revenue and 7.7% in

physical volume of sales, which was apparently due to curtailment in production early in the year 1942 by two or three large industrial customers in the territory served by this company, all other companies showed gains up to 30.8% in revenue and up to 39.9% in kilowatt-hours sold to industrial businesses in 1942.

Sales to industrial customers in 1942 averaged 1.19¢ per kilowatt-hour. Individual company averages ranged from a low of 0.77¢ to a high of 1.76¢. This spread of approximately 1¢ can be perhaps attributed to the difference in the character of industrial operations as well as a difference in rate levels.

(b) Percentage Relationship to Total Sales to Ultimate Consumers, Table 15, page 41.

In accordance with instructions, sales data reported for this class of business includes only those large industrial customers having a demand in excess of 50 kilowatts or a usage in excess of 180,000 kilowatt-hours per year. Such an instruction has been in affect for several years and most all of the eleven companies have adhered to it as closely as possible as their existing rate schedules will permit. However, some re-classification has occurred during this time, but it has not been particularly disturbing to the trends in percentate this class of service is in relation to total sales to ultimate consumers. The following summary presents a five-year percentage trend large power and light sales are in relation to total sales to ultimate consumers.

LARGE POWER AND LIGHT SALES

Trends in Percentage Relationship of Revenue and Kilowatt-hours in Each Class of Consumer Sales to Total Sales to Ultimate Consumers

1938 - 1942

		<u>1938</u>	<u>1939</u>	<u>1940</u>	<u>1941</u>	<u>1942</u>
Total 11 Companies	Rev	29.46%	30.49%	30.96%	32.42%	34.22%
	KWH	46.98	49.11	50.33	53.46	55.83
Total 11 Companies Excl. Com. Ed. Co.	Rev	25.39	26.88	27.45	29.57	32.23
	KWH	48.57	51.21	52.42	55.90	59.57
Cent. Ill. Elec. & Gas Co.	Rev	22.65	20.24	21.29	23.69	25.68
	KWH	39.08	40.26	43.08	46.55	49.41
Cent. Ill. Light Co.	Rev	36.34	36.29	34.88	36.40	39.81
	KWH	61.71	62.60	60.05	61.36	65.41
Cent. Ill. Pub. Ser. Co.	Rev	30.89	30.16	30.16	31.48	34.64*
	KWH	51.76	51.17	52.69	55.44	59.99*
Com. Ed. Co.	Rev	32.87	33.61	34.06	35.08	36.17
	KWH	45.88	47.56	48.76	51.39	52.33
Ill. Iowa Power Co.	Rev	19.67	19.75	20.83	22.96	25.14
	KWH	38.00	37.61	40.23	41.15	49.04
Ill. No. Utilities Co.	Rev	23.79	26.28	25.40	26.26	30.76
	KWH	57.19	63.18	62.48	62.40	68.38
Iowa-Ill. Gas & Elec. Co.	Rev	28.54	28.61	30.19	31.82	27.67
	KWH	53.54	53.59	55.50	56.29	44.25
Produce Terminal Corp.	Rev	89.46	89.32	90.68	91.85	92.76
	KWH	95.91	95.93	96.50	96.98	97.27
Pub. Ser. Co. of No. Ill.	Rev	21.40	23.81	24.27	26.41	29.32
	KWH	40.84	44.90	45.63	50.83	55.82
Union Elec. Co. of Ill.	Rev	44.95	47.52	51.94	55.87	58.63
	KWH	76.65	73.83	81.73	83.65	84.91
West. United Gas & Elec. Co.	Rev	8.16	19.65*	19.81	22.81	25.38
	KWH	19.27	35.33*	35.79	40.50	44.31

* Reclassification.

From a standpoint of physical volume of sales this class of business is first in importance. In 1938 the total aggregate industrial sales accounted for 46.98% of the total kilowatt-hours sold to ultimate consumers, gradually increasing until 1942 when a high of 55.83% was reached. For some time revenue from large power and light sales has ranked second in importance, until 1942 when the percentage recorded for all eleven companies exceeded that of residential revenue by 1.70% or 34.22%. It must be considered that Produce Terminal Corporation reports no residential sales, consequently strict comparison between the two service classifications with respect to the aggregate revenue percentage relationship of the ten companies reporting both

residential and large power and light sales indicates that in 1942 the latter classification accounted for 33.07% of the revenue, still maintaining the position of first importance.

With the exception of Produce Terminal Corporation, half of the ten remaining companies in 1942 reported their large power and light revenue in excess of residential revenue as shown by the above table. Revenue from this source ranged from 25.14% of the total for Illinois Iowa Power Company to 92.76% in the case of Produce Terminal Corporation. The remaining companies fell somewhere within this range although only three had ratios of more than 35.00%. The percentage of kilowatt-hour sales attributed to this class of service was uniformly greater than the proportion of revenue because of the fact that industrial sales are at lower rates. Kilowatt-hour sales ranged from 44.25% to 97.27%, while seven companies had ratios in excess of 50%.

11. SMALL POWER AND LIGHT SALES

(a) Comparative Sales, 1942-1941, Table 5, page 31.

Small power and light sales in Illinois during the year 1942 decreased 2.3% in revenue and 1.3% in kilowatt-hours when compared to 1941. This is contrary to the national trend, although the average number of customers during the same period of comparison decreased 1.9% for both the United States and Illinois.^{2/} Furthermore, when Commonwealth Edison Company sales are excluded from the totals, the data reflects decreases of 1.7%, and 2.9% in revenue and customers, respectively, although kilowatt-hour sales made a very slight gain of 0.4% during the same period of comparison.

This recession percentagewise in the aggregate basic sales data for the period covered by this study is perhaps due principally to war conditions, although a shift in customers from this classification in 1942 by one company to another classification because of new and more favorable rates, no doubt had some effect on the percentages of change.

For individual companies this pattern of decline is not consistent, because four companies made slight gains in their revenue and kilowatt-hour sales despite the fact that they experienced an actual decrease in their average number of customers.

^{2/} Based on preliminary figures for United States by Edison Electric Institute.

This classification from a standpoint of customers is the second largest, but in revenue and physical volume of sales it ranks third in relationship to the total sales to ultimate consumers. In 1942 the total aggregate revenue from small power and light sales of \$47,592,635 accounted for 21.15% of the total operating revenue. Commercial kilowatt-hour sales for 1942 totaled 1,332,644,496, being slightly less than residential sales for the same period. The difference in physical volume of sales between the two groups during the year 1942 is greater than that for the year 1941.

Revenue per kilowatt-hour averaged 3.57¢ in 1942 as compared to 3.61¢ in 1941. Central Illinois Light Company reported the lowest average, 2.52¢. The Edison Group, viz; Commonwealth Edison Company, Illinois Northern Utilities Company, Public Service Company of Northern Illinois and Western United Gas and Electric Company, reported averages of 3.78¢, 4.25¢, 3.93¢ and 4.25¢, respectively. The 4.25¢ average revenue per kilowatt-hour of Illinois Northern Utilities Company and Western United Gas and Electric Company is the highest of all companies considered by this study.

(b) Percentage Relationship to Total Sales to Ultimate Consumers, Table 18, page 41.

Following is a summary of the relationship this service classification is to total sales to ultimate consumers as regards revenue and kilowatt hours covering the period from 1938 to 1942, both inclusive:

SMALL POWER AND LIGHT

Trends in Percentage Relationship of Revenue and Kilowatt-Hours in Each Class of Consumer Sales to Total Sales to Ultimate Consumers

1938 - 1942

		<u>1938</u>	<u>1939</u>	<u>1940</u>	<u>1941</u>	<u>1942</u>
Total 11 Companies	Rev	25.71%	25.25%	25.44%	24.99%	23.23%
	KWH	15.26	14.69	14.66	14.01	12.39
Total 11 Companies	Rev	26.58	25.82	25.67	24.71	22.40
Excl. Com. Ed. Co.	KWH	17.88	16.67	16.24	15.01	12.64
Cent. Ill. Elec & Gas Co.	Rev	27.96	30.91	30.35	28.36	26.51
	KWH	22.07	22.86	21.71	19.41	17.54
Cent. Ill. Light Co.	Rev	25.14	25.09	25.43	24.66	22.48
	KWH	17.86	17.00	17.71	16.81	14.40
Cent. Ill. Pub. Ser. Co.	Rev	23.15	24.04	24.52	23.62	22.17*
	KWH	15.69	16.56	16.10	15.03	12.79**
Commonwealth Ed. Co.	Rev	24.98	24.76	25.24	25.28	24.05
	KWH	13.46	13.25	13.46	13.16	12.14
Ill. Iowa Power Co.	Rev	32.16	31.82	30.98	29.87	27.88
	KWH	25.24	25.61	24.38	22.78	19.90
Ill. No. Utilities Co.	Rev	27.12	25.46	24.49	23.66	20.95
	KWH	14.61	12.26	11.84	11.42	8.85
Iowa-Ill. Gas & Elec. Co.**	Rev	32.40	32.54	31.47	31.52	29.03
	KWH	22.51	22.68	21.25	21.59	19.55
Produce Terminal Corp.	Rev	10.54	10.68	9.32	8.15	7.24
	KWH	4.09	4.07	3.50	3.02	2.73
Pub. Ser. Co. of No. Ill.	Rev	23.90	23.04	23.40	22.87	19.99
	KWH	15.01	13.78	13.95	12.77	10.16
Union Elec. Co. of Ill.	Rev	22.40	21.21	19.43	17.88	16.22
	KWH	10.15	8.94	7.59	6.80	6.08
West. United Gas & Elec. Co.	Rev	41.03	29.34*	29.28	26.94	24.20
	KWH	40.24	23.47*	23.46	20.60	17.51

* Reclassification.

** Includes Revenue and Kilowatt-hour Sales Credited to Other Sales (Account 608).

During the five year period shown by this table, some allowance should be made for reclassifications by one or two companies, however this fact was minor in character and does not disturb to any appreciable extent the percentage trends.

The most significant fact revealed by the above table is the decline noted in the percentage relationship of revenue and kilowatt-hour sales during the period considered. With the exception of the year 1940, when the percentage relationship in revenue increased over the previous year, there has been a decline from 25.71% in 1938 to 23.23% in 1942. Kilowatt-hour percentage

relationship during the same period decreased steadily, dropping from 15.26% to 12.39% during the five year period. When Commonwealth Edison sales are excluded from the totals, the trend was downward for both revenue and kilowatt-hours. For individual companies from 1938 to 1941, inclusive, the trends are mixed for both the dollar and physical volume of sales, but in 1942 every company recorded a downward trend indicating the apparent affect of the national war economy program on such commercial customers as stores, small businesses, offices, office buildings, filling stations, restaurants, hotels, clubs, theaters, and many others too numerous to mention. In addition consumption has no doubt also been curtailed by the fact that some small businesses have closed their doors entirely.

12. OTHER CLASSES OF SALES

(a) Comparative Sales 1942-1941, Tables 6, 7 & 8, pages 32, 33 and 34.

Street and Highway Lighting Sales reported less than 1% of the total operating revenue and were not over 2.5% of the total for any company. Revenue from these sales in 1942 totaled \$1,330,908, a drop of 0.9% from 1941. Kilowatt-hour sales declined 1.2% during the same period of comparison. These percentages of change may be generally due to municipal authorities attempting to reduce street lighting expenses or in some territories to black outs. The trends are considerably mixed for individual companies, although in most instances individual companies reported decreases in their revenue and kilowatt-hour sales.

Other Sales to Public Authorities includes electricity sold to municipalities or division or agencies of federal or state governments, under special contracts or agreements applicable only to public authorities. In 1942 this revenue increased 28.0%, rising from \$3,316,289 in 1941 to \$4,245,221 in 1942. A similar increase of 28.1% is noted in kilowatt-hour sales when they totaled 341,722,891 in 1942. During the same period customers rose from 1,138 to 1,872, or 64.5%.

These remarkable rates of growth seemingly result from increased industrial activity in the production of war materials by governmental agencies or divisions. The Public Service Company of Northern Illinois placed in affect August 1,

1942 Rates 112 and 113, "Governmental Electric Service" which became available to certain customers which in most instances had been previously served under rates reported as "Small Power and Light Sales" with the result that such customers were transferred from that classification to "Other Sales to Public Authorities." The affect of such a shift in customers in 1942 from one classification to another classification by one large company, obviously had some affect on the overall rates of growth over the year 1941 because of the number of customers involved.

All of the companies reported increases in revenue and kilowatt-hour sales ranging from 4.1% to 632.1% and 4.0% to 762.3%, respectively.

The revenue per kilowatt-hour remained the same (1.24¢) for all companies in both years. This fact was also true of two individual companies for the same period of comparison, otherwise the trends were considerably mixed.

Although only four companies reported sales to Railroads and Railways, the aggregates being overwhelmingly dominated by Commonwealth Edison sales which accounted for the major proportion. By comparison with former periods, the 1942 increases for all companies over 1941 as shown for this class of service of 5.2% in revenue and 7.8% in kilowatt-hours are particularly significant because they no doubt indicate greater use being made of public transportation facilities due to the rubber shortage curtailing the use of automobiles through the medium of gas rationing. When Commonwealth Edison sales are excluded the gains percentage-wise were considerably larger, revenue increasing 12.2%, kilowatt-hour sales 14.6% with no change in the average number of customers.

(b) Percentage Relationship to Total Sales to Ultimate Consumers, Table 15, page 41.

The three categories comprising Other Classes of Sales were comparatively unimportant in their relationship to total sales to ultimate consumers. Four companies reporting Sales to Railroads and Railways accounted for 4.49% of the revenue and 10.10% of the therms sold to ultimate consumers, while the revenue and kilowatt-hours pertaining to Other Sales to Public Authorities, as reported by all companies, contributed 2.14% and 3.37%, respectively. Public Street and Highway Lighting participated by contributing less than 1% of the revenue and slightly more than one half of one percent of the therms sold to ultimate consumers. One company, Produce Terminal Corporation reported no sales of energy for either of the three aforementioned classifications.

Table 1.*

ILLINOIS ELECTRIC UTILITIES**
SUMMARY OF ELECTRIC SALES BY CLASS OF SERVICE***

	REVENUE		% Change		KILOWATT-HOURS		% Change		AVERAGE NUMBER OF CUSTOMERS		REVENUE PER KWH		% TOTAL OPERATING REVENUE
	1942	1941			1942	1941			1942	1941	1942	1941	
Total Electric Operating Revenue	\$224,997,623	\$213,470,129	1/	5.4%									100.00%
Other Electric Revenues	3,666,964	3,655,586	1/	0.3									1.63
Total Sales of Electric Energy	221,330,659	209,814,543	1/	5.5	15,127,444,905	13,533,262,532	1/	11.8%	2,031,486	1,998,677	1.6%	1.474	98.37
Interdepartmental Sales	98,954	100,069	-1.1		15,120,664	15,498,493	2.4		-	-	-	0.65	0.04
Sales to Other Electric Utilities	23,027,430	20,436,504	1/	12.7	4,964,457,788	4,321,924,380	14.9		84	86	-2.3	0.46	10.24
Total Sales to Ultimate Consumers	198,204,275	189,277,970	1/	4.7	10,147,866,453	9,195,839,659	1/	10.4	2,031,402	1,998,591	1.6	1.95	88.09
Residential or Domestic Sales	64,454,360	62,498,537	1/	3.1	1,671,963,081	1,604,229,408	1/	4.2	1,705,314	1,672,914	1.9	3.86	28.65
Rural Sales	4,907,496	4,485,678	1/	9.4	128,180,593	112,668,955	1/	13.8	72,519	68,406	6.0	3.83	2.18
Large Power & Light Sales	66,272,399	59,934,306	1/	10.6	5,589,982,895	4,852,665,266	1/	15.2	6,354	6,092	4.3	1.19	29.45
Small Power & Light Sales	47,592,635	48,734,916	1/	-2.3	1,332,844,496	1,349,893,299	1/	-1.3	244,294	249,031	-1.9	3.57	21.15
Public St. & Highway Ltg. Sales	1,830,908	1,846,993	1/	-0.9	58,211,132	58,909,726	1/	-1.2	1,035	996	3.9	3.15	0.81
Other Sales to Public Authorities	4,245,221	3,316,289	1/	28.0	341,722,891	266,805,656	1/	28.1	1,872	1,138	64.5	1.24	1.89
Sales to Railroads & Railways	8,901,256	8,461,251		5.2	1,024,961,365	950,667,349	7.8		14	14	0.0	0.87	3.96

* See footnotes on supporting tables.

** Eleven large utilities. See page 3 for list.

*** Inter-company transactions have not been eliminated.

1/ Revised since publication of Research Bulletin #34.

Table 2.
ILLINOIS ELECTRIC UTILITIES
RESIDENTIAL OR DOMESTIC SALES

	REVENUE			KILOWATT-HOURS			AVERAGE NUMBER OF CUSTOMERS		
	1942	1941	% Change	1942	1941	% Change	1942	1941	% Change
TOTAL 11 COMPANIES ^{1/}	\$64,454,360	\$62,498,537	^{2/} 3.1%	1,671,963,081	1,604,229,408	^{2/} 4.2%	1,705,314	1,672,914	^{2/} 1.9%
TOTAL 11 COMPANIES, ex. of Commonwealth Edison Co. ^{1/}	34,001,719	32,400,418	^{2/} 4.9	858,688,463	802,850,919	^{2/} 7.0	850,008	825,700	^{2/} 2.9
Cent. Ill. Elec. & Gas Co.	1,489,209	1,398,843	6.5	39,524,377	36,670,521	7.8	40,785	39,367	3.6
Cent. Ill. Light Co.	2,272,936	2,212,670	2.7	75,073,131	72,648,603	^{3/} 3.3	62,756	61,424	^{3/} 2.2
Cent. Ill. Pub. Ser. Co.	4,909,374	4,880,425	^{3/} 0.6	100,269,309	95,084,647	^{3/} 5.5	135,716	133,375	^{3/} 1.8
Commonwealth Edison Company	30,452,641	30,098,119	1.2	813,274,618	801,378,489	1.5	855,306	847,214	1.0
Illinois Iowa Power Co.	6,827,880	6,497,711	5.1	174,194,723	163,026,887	6.9	179,057	175,703	1.9
Ill. Northern Utilities Co.	1,599,111	1,516,941	5.4	40,718,261	37,539,929	8.5	40,247	39,120	2.9
Iowa-Illinois Gas & Electric Co.	806,895	779,016	3.6	24,047,796	23,147,617	3.9	23,710	23,271	1.9
Pub. Ser. Co. of No. Ill.	13,233,714	12,407,785	6.7	329,402,423	304,375,155	8.2	293,384	281,312	4.3
Union Elec. Co. of Ill.	1,158,932	1,085,195	6.8	37,120,502	34,426,751	7.8	34,763	33,551	3.6
Western United Gas & Elec. Co.	1,703,668	1,621,832	5.0	38,337,941	35,930,809	6.7	39,590	38,577	2.6

^{1/} Except that Produce Terminal Corporation, one of the eleven companies included in this study, reported no residential sales in either year.

^{2/} Revised since publication of Research Bulletin #34.

^{3/} These figures have been revised to include the 1941 operations of Terre Haute and Western Railway Company, which property was acquired December 22, 1941.

Table 2. (Continued)
ILLINOIS ELECTRIC UTILITIES
RESIDENTIAL OR DOMESTIC SALES

	REVENUE PER KWH		KWH PER CUSTOMER		REVENUE PER CUSTOMER		% TOTAL OPERATING REVENUE
	1942	1941	1942	1941	1942	1941	
TOTAL 11 COMPANIES ^{1/}	3.86¢	3.90¢	980	959	45.80	\$37.36	28.65%
TOTAL 11 COMPANIES, ex. of Commonwealth Edison Co. ^{1/}	3.96	4.04	1,010	972	40.00	39.24	29.57
Cent. Ill. Elec. & Gas Co.	3.77	3.81	969	932	36.51	35.53	34.37
Cent. Ill. Light Co.	3.03	3.05	1,196	1,183	36.22	36.02	29.36
Cent. Ill. Pub. Ser. Co.	4.90	5.13 ^{2/}	739	713 ^{2/}	36.17	36.59	32.88
Commonwealth Edison Co.	3.74	3.76	951	946	35.60	35.53	27.68
Illinois Iowa Power Co.	3.92	3.99	973	928	38.13	36.98	35.04
Ill. Northern Utilities Co.	3.93	4.04	1,012	960	39.73	38.78	26.87
Iowa-Illinois Gas & Electric Co.	3.36	3.37	1,014	995	34.03	33.48	25.29
Pub. Ser. Co. of No. Ill.	4.02	4.08	1,123	1,082	45.11	44.11	34.04
Union Electric Co. of Illinois	3.12	3.15	1,068	1,026	33.34	32.34	7.79
Western United Gas & Elec. Co.	4.44	4.51	968	931	43.03	42.04	38.56

^{1/} Except that Produce Terminal Corporation, one of the eleven companies included in this study, reported no residential sales in either year.

^{2/} These figures have been revised to include the 1941 operations of Terre Haute and Western Railway Company, which property was acquired December 22, 1941.

Table 3.
ILLINOIS ELECTRIC UTILITIES
RURAL SALES

	REVENUE		KILOWATT-HOURS		AVERAGE NUMBER OF CUSTOMERS	
	1942	1941 % Change	1942	1941 % Change	1942	1941 % Change
TOTAL 11 COMPANIES ^{1/}	\$4,907,496	\$4,485,678 ^{2/} 9.4%	128,180,593	112,668,955 ^{2/} 13.8%	72,519	68,406 ^{2/} 6.0%
Cent. Ill. Elec. & Gas Co.	215,658	199,688 8.0	4,560,540	4,059,534 12.3	3,168	2,977 6.4
Central Illinois Light Co.	324,721	298,238 8.9	11,473,461	10,179,624 ^{3/} 12.7	5,721	5,499 ^{3/} 4.0
Cent. Ill. Pub. Ser. Co.	580,152	554,187 ^{3/} 4.7	12,449,435	11,668,705 ^{3/} 6.7	8,573	8,237 ^{3/} 4.1
Illinois Iowa Power Company	957,544	878,624 9.0	21,114,464	18,747,482 12.6	12,868	12,082 6.5
Ill. Northern Utilities Co.	937,200	829,622 13.0	22,943,275	19,206,443 19.5	12,869	11,767 9.4
Iowa-Illinois Gas & Electric Co.	131,102	111,082 18.0	3,633,531	3,015,469 20.5	3,195	2,739 16.6
Pub. Ser. Co. of No. Ill.	1,357,328	1,256,004 8.1	40,000,465	35,458,571 12.8	19,833	19,249 3.0
Union Elec. Co. of Illinois	171,769	151,113 13.7	4,549,995	3,959,606 14.9	3,446	3,185 8.2
Western United Gas & Elec. Co.	232,022	207,121 12.0	7,455,427	6,373,521 17.0	2,846	2,671 6.6

^{1/} Except that Commonwealth Edison Company and Produce Terminal Corporation, two of the eleven companies included in this study, reported no rural sales in either year.

^{2/} Revised since publication of Research Bulletin #34.

^{3/} These figures have been revised to include the 1941 operations of Terre Haute and Western Railway Company, which property was acquired December 22, 1941.

Table 3. (Continued)
ILLINOIS ELECTRIC UTILITIES
RURAL SALES

	REVENUE PER KWH		KWH PER CUSTOMER		REVENUE PER CUSTOMER		% TOTAL OPERATING REVENUE
	1942	1941	1942	1941	1942	1941	
TOTAL 11 COMPANIES ^{1/}	3.83¢	3.98¢	1,768	1,647 ^{2/}	\$67.67	\$65.57 ^{2/}	2.18%
Cent. Ill. Elec. & Gas Co.	4.73	4.89	1,440	1,364	68.07	67.08	4.98
Central Illinois Light Co.	2.83	2.93 ^{3/}	2,005	1,851 ^{3/}	56.76	54.23 ^{3/}	4.19
Cent. Ill. Pub. Ser. Co.	4.66	4.75 ^{3/}	1,452	1,417 ^{3/}	67.67	67.28 ^{3/}	3.89
Illinois Iowa Power Company	4.54	4.69	1,641	1,552	74.41	72.72	4.91
Illinois Northern Utilities Co.	4.08	4.32	1,783	1,632	72.83	70.55	15.75
Iowa-Illinois Gas & Electric Co.	3.61	3.68	1,137	1,101	41.03	40.56	4.11
Pub. Ser. Co. of No. Ill.	3.39	3.54	2,017	1,842	68.44	65.25	3.49
Union Electric Co. of Illinois	3.78	3.82	1,320	1,244	49.85	47.46	1.15
Western United Gas & Elec. Co.	3.11	3.25	2,620	2,386	81.53	77.54	5.25

^{1/} Except that Commonwealth Edison Company and Produce Terminal Corporation, two of the eleven companies included in this study, reported no rural sales in either year.

^{2/} Revised since publication of Research Bulletin #34.

^{3/} These figures have been revised to include the 1941 operations of Terre Haute and Western Railway Company, which property was acquired December 22, 1941.

Table 4.
ILLINOIS ELECTRIC UTILITIES
LARGE POWER & LIGHT

	REVENUE			KILOWATT-HOURS			AVERAGE NUMBER OF CUSTOMERS			REVENUE PER KWH		% TOTAL OPERATING REVENUE
	1942	1941	% Change	1942	1941	% Change	1942	1941	% Change	1942	1941	
TOTAL 11 COMPANIES	\$66,272,399	\$59,934,306	1/ 10.6%	5,589,982,895	4,852,665,266	1/ 15.2%	6,354	6,092	1/ 4.3	1.19	1.24	29.45%
TOTAL 11 COMPANIES, ex. of Commonwealth Edison Co.	30,136,523	25,581,229	1/ 17.8	2,851,167,646	2,295,582,556	1/ 24.2	2,251	2,053	1/ 9.6	1.06	1.11	26.21
Cent. Ill. Elec. & Gas Co.	1,104,756	940,934	17.4	95,849,315	77,938,108	23.0	105	102	2.9	1.15	1.21	25.50
Central Illinois Light Co.	2,952,588	2,529,850	16.7	300,605,611	250,296,806	20.1	229	206	11.2	0.98	1.01	38.14
Cent. Ill. Pub. Ser. Co.	3,270,465	2,754,444	1/ 18.7	226,676,279	183,711,753	1/ 23.4	320	289	1/ 0.7	1.44	1.50	21.90
Commonwealth Edison Co.	36,135,876	34,353,077	5.2	2,738,813,249	2,557,082,710	7.1	4,103	4,039	1.6	1.32	1.34	32.85
Illinois Iowa Power Co.	4,669,850	4,024,903	16.0	411,158,944	322,337,892	27.6	229	209	9.6	1.14	1.25	23.97
Ill. Northern Utilities Co.	1,772,639	1,355,006	1/ 30.8	219,360,136	156,780,217	39.9	221	211	4.7	0.81	0.86	29.79
Iowa-Illinois Gas & Electric Co.	835,495	847,891	1/ -1.5	68,455,626	74,156,208	1/ -7.7	48	44	9.1	1.22	1.14	26.19
Produce Terminal Corporation	1,079,302	1,040,197	3.8	78,368,569	77,077,195	1.7	106	102	3.9	1.38	1.35	91.32
Pub. Ser. Co. of No. Ill.	10,111,532	8,389,555	20.5	961,915,641	733,742,878	31.1	744	669	11.2	1.05	1.14	26.01
Union Elec. Co. of Ill.	3,317,605	2,826,518	17.4	430,786,149	371,428,351	16.0	75	65	15.4	0.77	0.76	22.30
Western United Gas & Elec. Co.	1,022,291	871,931	17.2	57,991,376	48,113,448	20.5	174	156	11.5	1.76	1.81	23.14

Table 5.
ILLINOIS ELECTRIC UTILITIES
SMALL POWER & LIGHT

	REVENUE		% Change		KILOWATT-HOURS		% Change		AVERAGE NUMBER OF CUSTOMERS		% Change		REVENUE PER KWH		% TOTAL OPERATING REVENUE	
	1942	1941			1942	1941			1942	1941			1942	1941		
			%	1/			%	1/			%	1/			%	1/
TOTAL 11 COMPANIES	\$47,592,635	\$48,734,916	-2.3%	1/	1,332,844,496	1,349,893,299	-1.3%	1/	244,294	249,031	-1.9%	1/	3.57¢	3.61¢	-1.1%	1/
TOTAL 11 COMPANIES, ex. of Commonwealth Edison Co.	23,567,444	23,982,875	-1.7%	1/	697,366,551	694,901,226	0.4%	1/	130,641	134,510	-2.9%	1/	3.38	3.45	-2.1%	1/
Cent. Ill. Elec. & Gas Co.	1,140,731	1,126,225	1.3%		34,025,534	32,497,518	4.7%		5,652	5,789	-2.4%		3.35	3.46	-3.2%	
Central Illinois Light Co.	1,667,444	1,713,907	-2.7%		66,182,244	68,548,616	-3.5%		9,082	9,290	-2.2%		2.52	2.50	2.1%	
Cent. Ill. Pub. Ser. Co.	4,631,066	4,536,318	2.2%	2/	140,562,293	128,265,190	9.6%	2/	30,176	31,223	-3.4%	2/	3.29	3.54	-8.4%	
Commonwealth Edison Company	24,025,221	24,752,041	-2.9%		635,477,945	654,992,073	-3.0%		113,653	114,521	-0.8%		3.78	3.78	0.0%	
Illinois Iowa Power Company	5,177,056	5,236,978	-1.1%		166,816,720	166,412,862	0.2%		30,362	31,218	-2.7%		3.10	3.15	-1.6%	
Ill. Northern Utilities Co.	1,207,568	1,227,135	-1.6%		28,396,993	28,695,160	-1.0%		8,179	8,311	-1.6%		4.25	4.28	-0.7%	
Iowa-Illinois Gas & Electric Co. 3/	876,636	853,100	2.8%		30,240,175	29,038,212	4.1%		5,155	5,223	-1.3%		2.90	2.94	-1.4%	
Produce Terminal Corporation	84,276	92,284	-8.7%		2,201,962	2,401,649	-8.3%		102	104	-1.9%		3.83	3.84	-0.3%	
Pub. Ser. Co. of No. Ill.	6,890,291	7,262,774	-5.1%		175,177,870	184,366,160	-5.0%		32,633	33,844	-3.6%		3.93	3.94	-0.3%	
Union Elec. Co. of Illinois	917,795	904,423	1.5%		30,841,829	30,201,073	2.1%		4,560	4,614	-1.2%		2.98	2.99	-0.3%	
Western United Gas & Elec. Co.	974,551	1,029,731	-5.4%		22,920,931	24,474,786	-6.3%		4,740	4,894	-3.1%		4.25	4.21	1.2%	

1/ Revised since publication of Revenue Bulletin #34.

2/ These figures have been revised to include the 1941 operations of Terre Haute and Western Railway Company, which property was acquired December 22, 1941.

3/ Account 608, Other Sales, amounting to \$518 revenue and 17,295 kilowatt-hours for eight customers in 1942, and \$567 revenue and 17,295 kilowatt-hours for eight customers in 1941, has been included in Small Power and Light Sales for the purpose of this study. None of the other companies reported this class of business.

Table 6.

ILLINOIS ELECTRIC UTILITIES
PUBLIC STREET & HIGHWAY UTILITIES

	REVENUE			KILOWATT-HOURS			AVERAGE NUMBER OF CUSTOMERS			REVENUE PER KWH		% TOTAL OPERATING REVENUE
	1942	1941	% Change	1942	1941	% Change	1942	1941	% Change	1942	1941	
TOTAL 11 COMPANIES	\$1,830,908	\$1,846,993	$\frac{1}{-0.9\%}$	58,211,132	58,909,726	$\frac{1}{-1.2\%}$	1,035	996	$\frac{1}{3.9\%}$	3.15¢	3.13¢	0.81%
TOTAL 11 COMPANIES, ex. of Commonwealth Edison Co.	1,697,924	1,711,660	$\frac{1}{-0.8}$	54,310,583	54,928,208	$\frac{1}{1.1}$	1,033	995	$\frac{1}{3.8}$	3.13	3.12	1.47
Cent. Ill. Elec. & Gas Co.	94,589	95,869	-1.3	3,869,437	3,968,192	-2.5	39	39	0.0	2.44	2.42	2.18
Central Illinois Light Co.	172,843	171,802	0.6	4,958,215	5,029,992	-1.4	34	34	0.0	3.49	3.42	2.23
Cent. Ill. Pub. Ser. Co.	304,753	307,551	$\frac{2}{-0.9}$	10,498,384	10,413,142	$\frac{2}{0.8}$	366	331	$\frac{2}{10.6}$	2.90	2.95	2.04
Commonwealth Edison Co.	132,984	135,333	-1.7	3,900,549	3,981,498	-2.0	2	1	100.0	3.41	3.40	0.12
Illinois Iowa Power Company	292,220	305,287	-4.3	8,314,123	9,043,328	-8.1	260	259	0.4	3.51	3.38	1.50
Ill. Northern Utilities Co.	145,848	155,397	-6.1	3,782,922	3,795,660	-0.3	82	82	0.0	3.86	4.09	2.45
Iowa-Illinois Gas & Electric Co.	75,445	75,202	0.3	2,188,323	2,109,453	3.7	10	10	0.0	3.45	3.57	2.36
Pub. Ser. Co. of No. Ill.	478,489	468,076	2.2	16,235,145	16,085,466	0.9	217	214	1.4	2.95	2.91	1.23
Union Elec. Co. of Ill.	79,377	79,794	-0.5	2,809,183	2,946,825	-4.7	14	14	0.0	2.83	2.71	0.53
Western United Gas & Elec. Co.	54,360	52,682	3.2	1,654,851	1,536,170	7.7	11	12	-8.3	3.28	3.43	1.23

 $\frac{1}{/}$ Revised since publication of Research Bulletin #34. $\frac{2}{/}$ These figures have been revised to include the 1941 operations of Terre Haute and Western Railway Company, which property was acquired December 22, 1941.

Table 7.
ILLINOIS ELECTRIC UTILITIES
OTHER SALES TO PUBLIC AUTHORITIES

	REVENUE		% Change		KILOWATT-HOURS		% Change		AVERAGE NUMBER OF CUSTOMERS		% Change		REVENUE PER KWH		% TOTAL OPERATING REVENUE
	1942	1941			1942	1941			1942	1941			1942	1941	
TOTAL 11 COMPANIES	\$4,245,221	\$3,316,289	$\frac{1}{2}$	28.0%	341,722,891	266,805,656	$\frac{1}{2}$	28.1%	1,872	1,138	$\frac{1}{2}$	64.5%	1.24	1.24	1.89%
TOTAL 11 COMPANIES, ex. of Commonwealth Edison Co.	2,274,330	1,655,113	$\frac{1}{2}$	37.4	189,596,469	141,367,990	$\frac{1}{2}$	34.1	1,866	1,135	$\frac{1}{2}$	64.4	1.20	1.17	1.98
Cent. Ill. Elec. & Gas Co.	257,911	209,992		22.8	16,153,908	12,311,388		31.2	446	435		2.5	1.60	1.71	5.95
Cent. Illinois Light Co.	25,722	24,293	$\frac{2}{2}$	5.9	1,245,034	1,188,491	$\frac{2}{2}$	4.8	25	26		-3.8	2.07	2.04	0.33
Cent. Ill. Pub. Ser. Co.	212,451	204,045	$\frac{2}{2}$	4.1	14,157,893	13,616,973		4.0	155	155	$\frac{2}{2}$	0.0	1.50	1.50	1.42
Commonwealth Edison Company	1,970,891	1,661,176		18.6	152,126,422	125,437,666		21.3	6	3		100.0	1.30	1.32	1.79
Illinois Iowa Power Co.	235,534	226,033		4.2	16,080,505	15,197,895		5.8	227	226		0.4	1.46	1.49	1.21
Ill. Northern Utilities Co.	101,472	95,583		6.2	5,582,981	5,245,581		6.4	77	77		0.0	1.82	1.82	1.71
Iowa-Illinois Gas & Elec. Co.	294,004	40,161	$\frac{1}{2}$	632.1	26,144,509	3,031,945	$\frac{1}{2}$	762.3	6	5	$\frac{1}{2}$	20.0	1.12	1.82	9.22
Pub. Ser. Co. of No. Ill.	1,094,110	805,266	$\frac{3}{2}$	35.9	106,501,834	87,369,405	$\frac{3}{2}$	21.9	916	199		360.3	1.03	0.92	2.81
Union Elec. Co. of Illinois	13,294	11,466		15.9	1,226,866	1,059,408		15.8	3	3		0.0	1.08	1.08	0.09
Western United Gas & Elec. Co.	39,832	38,274		4.1	2,502,939	2,346,904		6.6	11	9		22.2	1.59	1.63	0.90

$\frac{1}{2}$ Revised since publication of Research Bulletin #34.

$\frac{2}{2}$ These figures have been revised to include the 1941 operations of Terre Haute and Western Railway Company, which property was acquired December 22, 1941.

$\frac{3}{2}$ For explanation of these rates of growth refer to text on pages 23 and 24

Table 8.
ILLINOIS ELECTRIC UTILITIES
SALES TO RAILROADS & RAILWAYS

	REVENUE			KILOWATT-HOURS			AVERAGE NUMBER OF CUSTOMERS			REVENUE PER KWH			% TOTAL OPERATING REVENUE
	1942	1941	% Change	1942	1941	% Change	1942	1941	% Change	1942	1941		
TOTAL 11 COMPANIES 1/	\$8,901,256	\$8,461,251	5.2%	1,024,961,365	950,667,349	7.8%	14	14	0.0%	0.87¢	0.89¢	3.96%	
TOTAL 11 COMPANIES, ex. of Commonwealth Edison Co. 1/	1,722,503	1,535,533	12.2	134,851,580	117,622,156	14.6.	9	9	0.0	1.28	1.31	1.50.	
Commonwealth Edison Co.	7,178,753	6,925,718	3.7	890,109,785	833,045,193	6.9	5	5	0.0	0.81	0.83	6.53	
Illinois Iowa Power Company	412,191	360,505	14.3	40,711,240	35,403,997	15.0.	3	3	0.0	1.01	1.02	2.12.	
Pub. Ser. Co. of No. Ill.	1,309,645	1,174,223	11.5	94,110,693	82,182,369	14.5.	5	5	0.0	1.39	1.43	3.37.	
Western United Gas & Elec. Co.	667	805	-17.1	29,647	35,790	-17.2	1	1	0.0	2.25	2.25	0.02	

^{1/} Except that Central Illinois Electric and Gas Company, Central Illinois Light Company, Central Illinois Public Service Company, Illinois Northern Utilities Company, Iowa-Illinois Gas and Electric Company, Produce Terminal Corporation and Union Electric Company of Illinois, seven of the eleven companies included in this study, reported no Sales to Railroads and Railways in either year.

Table 9.
ILLINOIS ELECTRIC UTILITIES
TOTAL SALES TO ULTIMATE CONSUMERS*

	REVENUE			KILOWATT-HOURS			AVERAGE NUMBER OF CUSTOMERS			REVENUE PER KWH		% TOTAL OPERATING REVENUE
	1942		% Change	1941		% Change	1942		% Change	1942	1941	
TOTAL 11 COMPANIES	\$198,204,275	\$189,277,970	1/ 4.7%	10,147,866,453	9,195,839,659	1/ 10.4%	2,031,402	1,998,591	1/ 1.6%	1.95¢	2.06¢	88.09%
TOTAL 11 COMPANIES, ex. of Commonwealth Edison Co.,	98,307,909	91,352,506	1/ 7.6	4,914,161,885	4,219,922,030	1/ 16.5	1,058,327	1,032,808	1/ 2.5	2.00	2.16	85.49
Cent. Ill. Elec. & Gas Co.	4,302,854	3,971,550	8.3	193,983,111	167,445,261	15.8	50,195	48,709	3.1	2.22	2.37	99.31
Central Illinois Light Co.	7,416,254	6,950,760	2/ 6.7	459,537,696	407,892,132	2/ 12.7	77,847	76,479	2/ 1.8	1.61	1.70	95.79
Cent. Ill. Pub. Ser. Co.	13,908,261	13,236,970	5.1	504,613,593	442,760,410	14.0	175,306	173,610	1.0	2.76	2.99	93.14
Commonwealth Edison Co.	99,896,366	97,925,464	2.0	5,233,704,568	4,975,917,629	5.2	973,075	965,783	0.8	1.91	1.97	90.81
Illinois Iowa Power Co.	18,572,275	17,530,041	5.9	838,390,719	730,170,343	14.8	223,006	219,700	1.5	2.22	2.40	95.32
Ill. Northern Utilities Co.	5,763,838	5,179,684	1/ 11.3	320,784,568	251,262,990	27.7	61,675	59,568	3.5	1.80	2.06	96.86
Iowa-Illinois Gas & Elec. Co.	3,019,577	2,706,452	11.6	154,709,960	134,498,904	15.0	32,124	31,292	2.7	1.95	2.01	94.65
Produce Terminal Corporation	1,163,578	1,132,481	2.7	80,570,531	79,478,844	1.4	208	206	1.0	1.44	1.42	98.45
Pub. Ser. Co. of No. Ill.	34,475,109	31,763,683	8.5	1,723,344,071	1,443,580,004	19.4	347,732	335,492	3.6	2.00	2.20	88.67
Union Electric Co. of Illinois	5,658,772	5,058,509	11.9	507,334,524	444,022,014	14.3	42,861	41,432	3.4	1.12	1.14	38.03
Western United Gas & Elec. Co.	4,027,391	3,822,376	5.4	130,893,112	118,811,128	10.2	47,373	46,320	2.3	3.08	3.22	91.16

* Refer to footnotes on supporting tables.

1/ Revised since publication of Research Bulletin #34.

2/ These figures have been revised to include the 1941 operations of Terre Haute and Western Railway Company, which property was acquired December 22, 1941.

Table 10.
ILLINOIS ELECTRIC UTILITIES
SALES TO OTHER ELECTRIC UTILITIES

	REVENUE		% Change		KILOWATT-HOURS		% Change		AVERAGE NUMBER OF CUSTOMERS			REVENUE PER KWH		% TOTAL OPERATING REVENUE
	1942	1941			1942	1941			1942	1941	% Change	1942	1941	
TOTAL 11 COMPANIES ^{1/}	\$23,027,430	\$20,436,504	2/	12.7%	4,964,457,788	4,321,924,380	14.9%	:	84	86	-2.3	0.464	0.474	10.24
TOTAL 11 COMPANIES, ex. of Commonwealth Edison Co.	14,929,999	13,229,575		12.9	2,936,793,263	2,476,243,998	18.6	:	78	80	-2.5	0.51	0.53	12.98
Central Illinois Light Co.	189,165	265,075		-28.6	38,765,997	39,755,563	-2.5	:	4	5	-20.0	0.49	0.67	2.44
Cent. Ill. Pub. Ser. Co.	742,256	900,013	2/	-17.5	82,380,909	108,149,495	-23.8	:	31	31	0.0	0.90	0.83	4.97
Commonwealth Edison Co.	8,095,352	7,206,929	2/	12.3	2,027,664,525	1,845,680,382	9.9	:	6	6	0.0	0.40	0.39	7.36
Illinois Iowa Power Company	607,028	573,461	2/	5.9	60,650,475	53,528,958	13.3	:	26	27	-3.7	1.00	1.07	3.12
Ill. Northern Utilities Co.	93,387	60,785		53.6	10,547,908	6,023,378	75.1	:	2	2	0.0	0.89	1.01	1.57
Iowa-Illinois Gas & Electric Co.	140,157	129,429		8.3	14,441,700	13,390,300	7.9	:	2	2	0.0	0.97	0.97	4.39
Pub. Ser. Co. of No. Ill.	3,682,649	3,661,721	2/	0.6	966,803,019	901,757,873	7.2	:	5	5	0.0	0.38	0.41	9.47
Union Elec. Co. of Ill.	9,126,872	7,349,865	2/	24.2	1,730,131,051	1,326,324,300	30.4	:	2	2	0.0	0.53	0.55	61.34
Western United Gas & Electric Co.	340,564	289,226	2/	21.2	33,072,204	27,314,131	21.1	:	6	6	0.0	1.06	1.06	7.93

^{1/} Except that Central Illinois Electric and Gas Company and Produce Terminal Corporation, two of the eleven companies included in this study, reported no Sales to Other Electric Utilities in either year.

^{2/} Revised since publication of Research Bulletin #34.

Table 11.
ILLINOIS ELECTRIC UTILITIES
INTERDEPARTMENTAL SALES

	REVENUE			KILOWATT-HOURS			AVERAGE NUMBER OF CUSTOMERS			REVENUE PER KWH		% TOTAL OPERATING REVENUE
	1942	1941	% Change	1942	1941	% Change	1942	1941	% Change	1942	1941	
TOTAL 11 COMPANIES ^{1/}	\$98,954	\$100,069	-1.1%	15,120,664	15,498,493	-2.4%	:	-	-	0.654	0.654	0.04% ^{2/}
Central Illinois Light Co.	5,578	5,161	8.1	219,728	199,541	10.1	:	-	-	2.54	2.59	0.07
Illinois Iowa Power Co.	79,034	81,912	-3.5	12,988,691	13,566,145	4.3	:	-	-	0.61	0.60	0.40
Produce Terminal Corporation	14,342	12,996	10.4	1,912,245	1,732,807	10.4	:	-	-	0.75	0.75	1.21

^{1/} Except that Central Illinois Electric and Gas Company, Central Illinois Public Service Company, Commonwealth Edison Company, Illinois Northern Utilities Company, Iowa-Illinois Gas and Electric Company, Public Service Company of Northern Illinois, Union Electric Company of Illinois and Western United Gas and Electric Company, eight of the eleven companies, reported no Interdepartmental Sales in either year.

^{2/} For the ten companies other than Commonwealth Edison Company this ratio is 0.09%.

Table 12.
ILLINOIS ELECTRIC UTILITIES
TOTAL SALES OF ELECTRIC ENERGY

	REVENUE			KILOWATT-HOURS			AVERAGE NUMBERS OF CUSTOMERS			REVENUE PER KWH			% TOTAL OPERATING REVENUE
	1942		% Change	1941		% Change	1942		% Change	1941		% Change	
TOTAL 11 COMPANIES	\$221,330,659	\$209,814,543	1/ 5.5%	15,127,444,905	13,533,262,532	1/ 11.8%	2,031,486	1,998,677	1/ 1.6%	1.47¢	1.55¢	98.37%	
TOTAL 11 COMPANIES, ex. of Commonwealth Edison Co.	113,336,862	104,682,150	1/ 8.3%	7,866,075,812	6,711,664,521	1/ 17.2%	1,058,405	1,032,888	1/ 2.5%	1.44	1.56	98.56	
Cent. Ill. Elec. & Gas Co.	4,302,854	3,971,550	8.3	193,983,111	167,445,261	15.8	50,195	48,709	3.1	2.22	2.37	99.30	
Central Illinois Light Co.	7,610,997	7,220,996	5.4	498,523,421	447,847,236	11.3	77,851	76,484	1.8	1.53	1.61	98.30	
Cent. Ill. Pub. Ser. Co.	14,650,517	14,136,983	2/ 3.6	586,994,502	550,909,905	2/ 6.5	175,337	173,641	2/ 1.0	2.50	2.57	98.11	
Commonwealth Edison Company	107,991,718	105,132,393	1/ 2.7	7,261,369,093	6,821,598,011	6.4	973,081	965,789	0.8	1.49	1.54	98.17	
Illinois Iowa Power Co.	19,258,337	18,185,414	5.9	912,029,885	797,265,446	14.4	223,032	219,727	1.5	2.11	2.28	98.84	
Illinois Northern Utilities	5,857,225	5,240,469	1/ 11.8	331,332,476	257,286,368	28.8	61,677	59,570	3.5	1.77	2.04	98.43	
Iowa-Illinois Gas & Electric Co.	3,159,734	2,835,881	11.4	169,151,660	147,889,204	14.4	32,126	31,294	2.7	1.87	1.92	99.04	
Produce Terminal Corporation	1,177,920	1,145,477	2.8	82,482,776	81,211,651	1.6	208	206	1.0	1.43	1.41	99.66	
Pub. Ser. Co. of No. Ill.	38,157,758	35,425,404	1/ 7.7	2,690,147,090	2,345,337,877	14.7	347,737	335,497	3.6	1.42	1.51	98.14	
Union Elec. Co. of Illinois	14,785,644	12,408,374	19.2	2,237,465,575	1,770,346,314	26.4	42,863	41,434	3.4	0.66	0.70	99.37	
Western United Gas & Elec. Co.	4,377,955	4,111,602	6.5	163,965,316	146,125,259	12.20	47,379	46,326	2.3	2.67	2.81	99.09	

1/ Revised since publication of Research Bulletin #34.

2/ These figures have been revised to include the 1941 operations of Terre Haute and Western Railway Company, which property was acquired December 22, 1941.

Table 13.
ILLINOIS ELECTRIC UTILITIES
OTHER ELECTRIC OPERATING REVENUE

	REVENUE		% TOTAL OPERATING REVENUE
	1942	1941	1942
TOTAL 11 COMPANIES	\$3,666,964	\$3,655,586 ^{1/}	1.63%
TOTAL 11 COMPANIES, ex. of Commonwealth Edison Co.	1,652,782	1,625,918 ^{1/}	1.44
Cent. Ill. Elec. & Gas Co.	30,241	33,599	0.70
Central Illinois Light Co.	131,634	118,484 ^{2/}	1.70
Cent. Ill. Pub. Ser. Co.	282,299	293,584 ^{2/}	1.89
Commonwealth Edison Co.	2,014,183	2,029,668	1.83
Illinois Iowa Power Co.	225,418	235,355	1.16
Ill. Northern Utilities	93,650	81,830	1.57
Iowa-Illinois Gas & Elec. Co.	30,594	28,067	0.96
Produce Terminal Corporation	4,018	4,228	0.34
Pub. Ser. Co. of No. Ill.	721,398	690,872	1.86
Union Electric Co. of Illinois	93,287	97,745	0.63
Western United Gas & Elec. Co.	40,242	42,154	0.91

^{1/} Revised since publication of Research Bulletin #34.

^{2/} These figures have been revised to include the 1941 operations of Terre Haute and Western Railway Company, which property was acquired December 22, 1941.

Table 14.
ILLINOIS ELECTRIC UTILITIES
TOTAL ELECTRIC OPERATING REVENUE

	REVENUE		% Change
	1942	1941	
TOTAL 11 COMPANIES	\$224,997,623	\$213,470,129 ^{1/}	5.4%
TOTAL 11 COMPANIES, ex. of Commonwealth Edison Co.	114,989,644	106,308,068 ^{1/}	8.2
Cent. Ill. Elec. & Gas Co.	4,333,095	4,005,149	8.2
Central Illinois Light Co.	7,742,631	7,339,480	5.5
Cent. Ill. Pub. Ser. Co.	14,932,816	14,430,567 ^{2/}	3.5
Commonwealth Edison Company	110,005,901	107,162,061 ^{1/}	2.7
Illinois Iowa Power Co.	19,483,755	18,420,769	5.8
Ill. Northern Utilities	5,950,875	5,322,299 ^{1/}	11.8
Iowa-Illinois Gas & Elec. Co.	3,190,328	2,863,948	11.4
Produce Terminal Corporation	1,181,938	1,149,705	2.8
Pub. Ser. Co. of No. Ill.	38,879,156	36,116,276 ^{1/}	7.6
Union Elec. Co. of Ill.	14,878,931	12,506,119	19.0
Western United Gas & Elec. Co.	4,418,197	4,153,756	6.4

^{1/} Revised since publication of Research Bulletin #34.

^{2/} These figures have been revised to include the 1941 operations of Terre Haute and Western Railway Company, which property was acquired December 22, 1941.

Table 15.
 PERCENTAGE RELATIONSHIP OF REVENUE AND KILOWATT-HOURS IN EACH CLASS OF CONSUMER SALES
 TO TOTAL SALES TO ULTIMATE CONSUMERS
 1942

		Residential		Large Power and Light		Small Power and Light		Public Street and Highway Lighting		Other Sales to Public Authorities		Sales to Railroads and Railways		Total Sales to Ultimate Consumers
			Rural		Light		Light		Lighting					
TOTAL 11 COMPANIES	- Revenue - KWH	32.52% 16.48	2.48% 1.26	34.22% 55.83	23.23% 12.39	0.92% 0.57	2.14% 3.37	4.49% 10.10	100.00% 100.00					
TOTAL 11 COMPANIES, ex. of Commonwealth Edison Co.	- Revenue - KWH	34.59 17.47	4.99 2.61	32.23 59.57	22.40 12.64	1.73 1.11	2.31 3.86	1.75 2.74	100.00 100.00					
Cent. Ill. Elec. & Gas Co.	- Revenue - KWH	34.61 20.38	5.01 2.35	25.68 49.41	26.51 17.54	2.20 1.99	5.99 8.33	0.00 0.00	100.00 100.00					
Central Illinois Light Co.	- Revenue - KWH	30.65 16.34	4.38 2.50	39.81 65.41	22.48 14.40	2.33 1.08	0.35 0.27	0.00 0.00	100.00 100.00					
Cent. Ill. Pub. Ser. Co.	- Revenue - KWH	35.30 19.87	4.17 2.47	34.64 59.99	22.17 12.79	2.19 2.08	1.53 2.80	0.00 0.00	100.00 100.00					
Commonwealth Edison Co.	- Revenue - KWH	30.49 15.54	- -	36.17 52.33	24.05 12.14	0.13 0.07	1.97 2.91	7.19 17.01	100.00 100.00					
Illinois Iowa Power Co.	- Revenue - KWH	36.76 20.77	5.16 2.52	25.14 49.04	27.88 19.90	1.57 0.99	1.27 1.92	2.22 4.86	100.00 100.00					
Ill. Northern Utilities Co.	- Revenue - KWH	27.74 12.70	16.26 7.15	30.76 68.38	20.95 8.85	2.53 1.18	1.76 1.74	0.00 0.00	100.00 100.00					

Table 15. (Continued)
 PERCENTAGE RELATIONSHIP OF REVENUE AND KILOWATT-HOURS IN EACH CLASS OF CONSUMER SALES.
 TO TOTAL SALES TO ULTIMATE CONSUMERS
 1942

	Revenue - KWH	Residential		Rural	Large Power and Light		Small Power and Light		Public Street and Highway Lighting		Other Sales to Public Authorities		Sales to Railroads and Railways		Total Sales to Ultimate Consumers
Iowa-Illinois Gas & Elec. Co.	- Revenue	26.72%		4.34%	27.67%		29.03%		2.50%		9.74%		- 0.00%		100.00%
	- KWH	15.54		2.35	44.25		19.55		1.41		16.90		0.00		100.00
Produce Terminal Corporation	- Revenue	0.00		0.00	92.76		7.24		0.00		0.00		- 0.00		100.00
	- KWH	0.00		0.00	97.27		2.73		0.00		0.00		0.00		100.00
Pub. Ser. Co. of No. Ill.	- Revenue	38.39		3.94	29.32		19.99		1.39		3.17		3.80		100.00
	- KWH	19.12		2.32	55.82		10.16		0.94		6.18		5.46		100.00
Union Electric Co. of Illinois	- Revenue	20.48		3.04	58.63		16.22		1.40		0.23		0.00		100.00
	- KWH	7.32		0.90	84.91		6.08		0.55		0.24		0.00		100.00
Western United Gas & Elec. Co.	- Revenue	42.30		5.76	25.38		24.20		1.35		0.99		0.02		100.00
	- KWH	29.29		5.70	44.31		17.51		1.26		1.91		0.02		100.00

N.B. Small Power and Light Sales Include Other Sales (Account 608) in the case of Iowa-Illinois Gas & Electric Company, the only company to report this class of business. The amount is negligible. See footnote 3/, page 31.

Table 16.

TRENDS IN ELECTRIC SALES

by
Eleven Large Electric Utilities*
1929-1942REVENUE
(Millions)KILOWATT-HOURS
(Millions)CUSTOMERS
(Thousands)AVERAGE
REVENUE PER KWH

Year	REVENUE (Millions)		KILOWATT-HOURS (Millions)		CUSTOMERS (Thousands)		AVERAGE REVENUE PER KWH	
	Residential Sales**	Other Sales	Total Sales to Ult. Cons.	Total Sales to Ult. Cons.	Residential Sales**	Other Sales	Residential Sales**	Other Sales
1929	45 1/2	101	146 1/2	5,837	1,472	304	5.83¢	1.98¢
1930	48 1/2	99	147 1/2	5,768	1,499	307	5.56	2.02
1931	49 1/2	95	144 1/2	5,689	1,473	322	5.34	1.99
1932	48 1/2	85	133 1/2	5,112	1,435	308	5.18	2.03
1933	46 1/2	82	128 1/2	5,029	1,422	287	5.24	1.97
1934	48 1/2	85	133 1/2	5,411	1,464	281	5.08	1.90
1935	49 1/2	89	138 1/2	5,771	1,493	279	4.89	1.87
1936	51 1/2	97	148 1/2	6,528	1,524	287	4.70	1.78
1937	53	104	157	7,151	1,558	288	4.32	1.76
1938	55	102	157	6,703	1,581	298	4.19	1.89
1939	57	108	165	7,410	1,608	305	4.06	1.80
1940	59	116	175	8,129	1,638	315	3.96	1.75
1941	62	127	189	9,196	1,673	326	3.90	1.66
1942	64	134	198	10,148	1,705	326	3.86	1.58

* See page 3 for list of utilities.

** Exclusive of the Produce Terminal Corporation, which reports no residential sales.

1/ Includes forfeited discounts.

Millions of Dollars

600

500

400

300

200

100

0

12.0

11.0

10.0

9.0

8.0

7.0

6.0

5.0

4.0

3.0

2.0

1.0

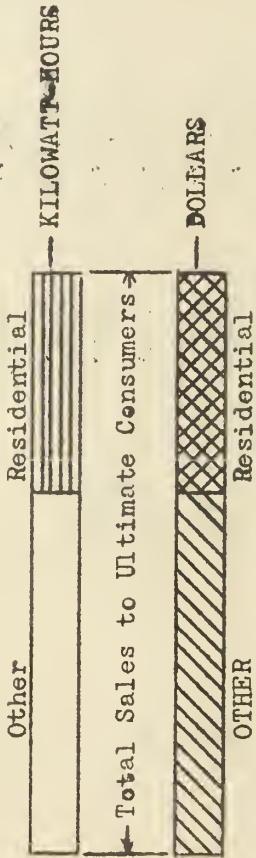
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Billions of Kilowatt-hours

CHART A

TOTAL SALES TO ULTIMATE CONSUMERS
by
Eleven Large Electric Utilities*
1929 - 1942

LEGEND



1929 1930 1931 1932 1933 1934 1935 1936 1937 1938 1939 1940 1941 1942

*See page 3 for list of utilities

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Dwight H. Green, Governor

ILLINOIS GAS UTILITIES
A Comparative Study of 1942 Sales

Research Bulletin #38

John D. Biggs, Chairman

William Parrillo

Frank Peska

Edwin A. Rosenstone

Val J. Washington, Commissioners

Frank M. Kalteux, Secretary

ILLINOIS COMMERCE COMMISSION
RATES AND RESEARCH SECTION

ILLINOIS GAS UTILITIES

A Comparative Study of 1942 Sales

As Reported by the Twelve Largest Illinois Gas
Utilities which Account for Approximately 99%
of All Gas Sold to Ultimate Consumers in
Illinois Under the Jurisdiction of the
Illinois Commerce Commission

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ILLINOIS COMMERCE COMMISSION
Rates and Research Section

April 30, 1943

Hon. John D. Biggs, Chairman
Illinois Commerce Commission
Springfield, Illinois

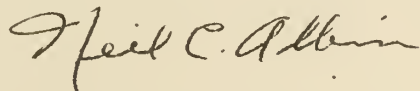
Dear Sir:

I transmit herewith Research Bulletin #38
entitled "Illinois Gas Utilities, A Comparative
Study of 1942 Sales."

This study, which has been prepared with
the collaboration of Messrs. Finin and Moreland of
the Research staff, supplies a timely analysis of
gas sales in Illinois for the year 1942 as compared
to 1941.

The textual part of the report discusses
briefly the principal points of interest, but no
attempt has been made to determine the reasonable-
ness or unreasonableness of the facts shown. The
study continues the series of annual analyses of
gas sales began a number of years ago, and in
addition provides a permanent and historical ref-
erence of sales reported by the principal gas
utilities subject to the jurisdiction of the Illi-
nois Commerce Commission.

Yours very truly,



Neil C. Albin
Senior Statistician
RATES & RESEARCH SECTION

ACCOUNTING CONSIDERATIONS AND SOURCES OF INFORMATION

Scope of Study

This study sets forth a comparison of 1942 gas sales with those in 1941, and is the tenth study of a series of analysis of gas sales which began several years ago.^{1/} Because twelve of the major gas companies doing business in this state under the jurisdiction of this Commission account for approximately 99% of the total retail gas business as measured by total sales to ultimate consumers, they are considered representative and are as follows:

Central Illinois Electric & Gas Company,
Central Illinois Light Company,
Central Illinois Public Service Company,
Illinois Iowa Power Company,
Illinois Northern Utilities Company,
Iowa-Illinois Gas & Electric Company,
North Shore Gas Company,
The Peoples Gas Light & Coke Company,
Public Service Company of Northern Illinois,
Union Electric Company of Illinois,
Union Gas & Electric Company, and
Western United Gas & Electric Company.

A comparative aggregate revenue account for these twelve companies is given in Table 1, page 16. This table shows the companies' aggregate revenue, therm sales and average number of customers for each revenue account, such as Residential, Commercial and Industrial. Tables 2 to 15, inclusive, deal separately with each of these revenue classifications, and the revenue, therm sales and average customers are tabulated for each company individually, together with aggregates for all companies, both inclusive and exclusive of The Peoples Gas Light & Coke Company's returns. In addition the tables show such measures as the percentage of change from 1941, average revenue per therm, consumption per average customer and the ratio of revenue from each class of sales to Total Gas Operating Revenue.

In Tables 1 to 15, inclusive and throughout the text of this study, the relative importance of revenue from each class of consumer sales in 1942 has been expressed as a percentage of total gas operating revenue. Inasmuch as the latter total includes

^{1/} Research Bulletins #6, #15, #19, #21, #25, #28, #31, #33, and #35.

revenue from sales to other gas utilities and miscellaneous operating revenues, ratios as computed do not reflect accurately the relative magnitude a given class of consumer sales is to total sales to ultimate consumers. Consequently, for the purpose of this study the latter procedure has been continued and is discussed in detail in the textual part of the study for each class of consumer sales and not as a separate and distinct supplemental appendix as in former Research Bulletins of this character.

Sources of Information

The basic sales data for the year 1942 was secured from the companies' preliminary monthly reports for December 1942, which is subject to audit adjustments; but experience indicates that only minor changes may be expected. For the year 1941 the sales data is that shown by the annual reports filed for each company pertaining to that year. In view of this fact, the 1941 sales data revealed by this study in a few instances will not agree with similar data as shown by Research Bulletin #35, consequently, an explanatory footnote to that effect appears on certain of the following statistical tables.

Accounting Considerations

All of the companies considered by this study now use a uniform system of accounts as prescribed by the Commission's General Order 143. This system of accounts provides an item designated as Account 607, Interdepartmental Sales. For the purpose of this study and in accordance with past practice in Research Bulletins #23, #31, #33 and #35, these Interdepartmental Sales have not been considered as Sales to Ultimate Consumers. Also provided by the Uniform system of Accounts is Account 608, Other Sales, which has been eliminated from this study for the reason that none of the twelve companies reported such sales.

Other Considerations

In order to provide a more comprehensive analysis of Total Residential Sales, Table 3, Residential Sales Exclusive of Space Heating, and Table 4, Residential Space Heating Sales have been added. The segregation is not perfect for the reason that Residential Space Heating Sales includes all sales made through one meter under a combination rate for all domestic purposes including space heating and are accounted for entirely as space heating sales, whereas Residential Sales, exclusive of Space Heating, includes only those sales of gas to residential customers that are not classified as Residential Space Heating customers.

GAS SALES BY CLASS OF SERVICE

TOTAL GAS OPERATING REVENUE, Table 15, page 34.

The total operating revenue of the twelve major gas utilities which account for approximately 99% of all gas sold to ultimate consumers in Illinois under the jurisdiction of the Commission, increased from \$66,983,638 in 1941 to \$70,485,843 in 1942, a gain of \$3,502,205, or 5.2%. A comparison of this gain with the \$1,458,293 gain recorded during the 1941-1940 period indicates that revenue increases more than doubled. The 1942 increases in total operating revenue over 1941 were principally accounted for by large gains recorded in revenue by the following classes of service; Residential Space Heating, Industrial Non-Interruptible, Industrial Interruptible and Other Sales to Public Authorities. Obviously these classifications of service were all affected by the war influence, although space heating sales were no doubt accelerated by lower temperatures that prevailed during the year 1942, as the year 1941 was one of the five warmest years in Illinois climatological history.^{1/}

The Peoples Gas Light & Coke Company clearly dominates the gas utility industry in Illinois because it accounts for approximately 57% of the total aggregate operating revenue of all twelve companies. However, when this company's revenue is excluded from the totals, the eleven remaining companies' total operating revenue gained 5.1% in 1942 over 1941, or only one-tenth of one percent less than that for all companies during the same period.

TOTAL SALES TO ULTIMATE CONSUMERS, Table 10, page 29.

This classification reflects a better index of gas operations because it excludes sales of gas for re-sale, inter-departmental sales between companies furnishing more than one utility service and miscellaneous revenues from forfeited discounts, appliance rentals, etc.

^{1/} U. S. Department of Commerce, Weather Bureau, Illinois Section, Vol. XLVI, No. 13.

The percentages of gain recorded in gas sales to ultimate consumers during the period under review reflects to a substantial extent the influence of the war, although it must also be considered that during the year 1942 several of the larger companies of the twelve included in this study were ordered by this Commission to place in effect substantially lower rates to their customers. In addition, increases in gas sales as they relate to space heating customers were affected by the fact heretofore mentioned that in 1942 temperatures for certain months of the heating season were considerably lower than for similar months of the year 1941.

Revenue from the sale of gas to ultimate consumers totaled \$67,338,091 in 1942, or 6.7% more than the \$63,122,127 reported by the twelve companies for 1941. With the exception of the Union Electric Company of Illinois, which reported a decrease in revenue of 1.4%, all the remaining companies reported increases ranging from a low of 1.7% to a high of 36.0%. This 36.0% increase, reported by the Illinois Northern Utilities Company, is partly due to the fact that prior to February 1942 no Industrial Interruptible Sales were reported, whereas for eleven months of 1942 Industrial Interruptible Sales accounted for 29.81% of the Total Operating Revenue of this company.

Total therms sold to ultimate consumers increased from 833,348,324 in 1941 to 951,333,685 in 1942, a gain of 117,985,361 therms or 14.2%. Of the total increase in therms sold, Residential Sales, exclusive of Space Heating contributed 6.3 millions and Residential Space Heating, 18.5 millions. Total Commercial Sales were up 8.3 millions, Industrial Non-Interruptible Sales rose 13.7 millions and Industrial Interruptible Sales increased 70.8 millions. These comparisons are taken from the data in Table 1, page 16.

The average number of ultimate consumers increased from 1,423,277 in 1941 to 1,450,057 in 1942, a gain of 26,780 customers, or 1.9%. Of the increase in the number of customers, total residential sales accounted for 93.6%.

Average revenue per therm sold to ultimate consumers in 1942 was 7.08¢, approximately a half cent decrease from the

1941 average of 7.57¢.

The revenue from total sales to ultimate consumers accounted for 95.53% of the total operating revenue for the twelve companies. For the individual companies the average ranged from a high of 99.39% for the Central Illinois Electric & Gas Company to a low of 93.06% for The Peoples Gas Light & Coke Company.

TOTAL RESIDENTIAL SALES

(a) Comparative Sales, 1942-1941, Table 2, pages 17 and 18.

Revenue from total residential sales rose from \$42,150,268 in 1941 to \$43,901,150 in 1942, a gain of 4.2%, while the therm sales increased 8.9% and the average number of customers gained 1.9%. Inasmuch as the total residential sales includes, residential sales, exclusive of space heating and residential space heating sales, any further discussion pertaining to the 1942-1941 period of comparison is omitted.

(b) Percentage Relationship to Total Sales to Ultimate Consumers, Table 16, pages 35 and 36.

Reference to Table 16, pages 35 and 36, forming a part of this study, reveals that for the twelve companies residential service accounted for approximately 65% of the revenue, but required only about 32% of the total therms sold to ultimate consumers. The detailed computations for the individual companies reveal considerable variation with regard to the relative importance of the revenue from residential sales. For example these ratios ranged from a high of 83% for Union Electric Company of Illinois to a low of 47% for Iowa-Illinois Gas & Electric Company. The therm sales varying from a high of 78% for Union Electric Company of Illinois to a low of 13% for Illinois Northern Utilities Company.

RESIDENTIAL SALES, EXCLUSIVE OF SPACE HEATING

(a) Comparative Sales, 1942-1941, Table 3, pages 19 and 20.

Sales of gas in this category includes gas used for all domestic purposes other than that classified as residential space heating sales.^{2/} This class of business produced 47.5% of

^{2/} See Table 4, pages 21 and 22.

the total gas operating revenue for the twelve companies reporting in 1942, whereas in 1941 it accounted for 49.6%. These latter percentages indicate that this service classification is by far the principal source of revenue, although the 1942 ratio is less than for the year 1941.

Revenue from residential sales exclusive of space heating increased 1.0% in 1942, rising from \$33,144,657 in 1941 to \$33,484,348 in 1942. Five of the companies reported a decline in revenue ranging from 1.0% to 6.4%, which in most instances perhaps indicate the effect of rate reductions. The seven other companies reported increases ranging from 2.1% to 5.6%.

During the same period of comparison therm sales increased from 175,382,638 to 182,250,471 or 3.6%. Of the twelve companies reporting, only North Shore Gas Company showed a decrease (1.3%), the other eleven companies reporting gains ranging from a low of 2.4%, shown by Union Gas & Electric Company, to a high of 11.8% as reported by Illinois Iowa Power Company.

The average number of customers rose from 1,293,826 in 1941 to 1,311,269 in 1942, a gain of 1.3%. When The Peoples Gas Light & Coke Company figures are excluded from the total, gains in therms and the average number of customers were 5.2% and 2.1%, respectively.

Revenue per therm averaged 18.37¢ in 1942, a slight decrease from the 18.84¢ reported in 1941. Exclusive of The Peoples Gas Light & Coke Company, the average was 19.80¢ as against 20.99¢ in 1941. For the twelve companies reporting, revenue per therm ranged from 17.42¢ for The Peoples Gas Light & Coke Company to 23.52¢ for the Central Illinois Public Service Company.

For all twelve companies therms per customer increased from 136 in 1941 to 139 in 1942. The results for all companies other than The Peoples Gas Light & Coke Company were 137 and 141 therms, respectively. Revenue per customer for all companies averaged \$25.54 in 1942 as compared to \$25.62 in 1941. For all individual companies, revenue per customer ranged from \$20.83 for the Union Electric Company of Illinois to \$37.88 for the

North Shore Gas Company as reported in 1942.

(b) Percentage Relationship to Total Sales to Ultimate Consumers, Table 16, pages 35 and 36.

This service classification contributed about 50% of the revenue and slightly more than 19% of the therm sales when total sales to ultimate consumers is used as a common denominator to ascertain the relative importance of each class of consumer sales.

RESIDENTIAL SPACE HEATING SALES

(a) Comparative Sales, 1942-1941, Table 4, pages 21 and 22.

A comparison of the percentages of change recorded in residential space heating sales between the 1942-1941 period and the 1941-1940 period is summarized as follows:

	<u>Percentage of Change</u>	
	<u>1942 over 1941</u>	<u>1941 over 1940</u>
Revenue	15.7%	1.0%
Therms	17.6	-1.7
Average No. of Customers	14.7	14.7

It is interesting to note that the average number of customers during both periods of comparison increased 14.7% although only a comparative few residential customers use gas for space heating purposes. Generally, when a residential customer adds space heating to his uses he is transferred to the space heating classification, but this internal shifting in the residential account is not believed to be a major factor in connection with the above rates of change. Obviously temperatures during the heating season determines to a large extent the amount of gas used for space heating purposes. This fact is perhaps well illustrated by the above table, because temperatures during the heating season of the year 1942 were considerably lower on the average than for the same period during both the years 1941 and 1940.

The residential space heating revenue for all twelve companies accounted for 14.78% of the total operating revenue, when it rose to \$10,416,802 in 1942, or 15.7% more than the \$9,005,611 shown for the year 1941. Therm sales in 1942

amounted to 124,067,879 as compared to 105,520,044 reported in 1941, an increase of 17.6%. The average number of customers increased during the same period from 51,905 to 59,525.

The Union Gas & Electric Company reported a decline of 0.2% in revenue and 0.8% in therm sales. With the exception of Union Electric Company of Illinois, the sales of which are not strictly comparable because rates for this class of service were not available to their customers prior to October 1941, all other companies showed gains in revenue ranging from 9.6% for North Shore Gas Company to 34.4% for Illinois Iowa Power Company. The North Shore Gas Company also reported the smallest gains in therm and average number of customers of 8.6% and 2.2%, respectively. Illinois Northern Utilities Company for the same period of comparison reported an increase in therm sales of 48.7% and average number of customers increased 42.9%.

Space heating customers paid an average of 8.40¢ per therm for service in 1942, slightly less than the average of 8.53¢ for 1941. The average use per customer for the twelve companies increased about 51 therms or from 2033 in 1941 to 2084 in 1942. Revenue per customer rose from \$173.50 in 1941 to \$175.00 in 1942, a gain of \$1.50 per customer. For the individual companies this average varied in 1942 from \$113.72 to \$311.18.

(b) Percentage Relationship to Total Sales to Ultimate Consumers, Table 16, pages 35 and 36.

The relative importance of space heating sales to total sales to ultimate consumers as a whole amounted to 15.47% as regards revenue and 13.04% in physical volume. These percentages, however, varied considerably for individual companies, ranging from a low of 0.23% in revenue for Illinois Northern Utilities Company to a high of 28.12% for Public Service Company of Northern Illinois. Similarly the relative importance of each individual company's therm sales to total therms sold to ultimate consumers ranged from 0.13%, also for Illinois Northern Utilities Company to a high of 35.23% for North Shore Gas Company.

COMMERCIAL SALES

(a) Comparative Sales, 1942-1941, Table 5, pages 23 and 24.

This class includes all sales of gas to commercial establishments for cooking, lighting, water-heating, refrigeration, space heating and other uses.

During the year 1942 this account was affected by one or two companies placing in effect new commercial rates which were more advantageous to a number of customers that heretofore were being served under rates credited to another account. The shift to this class of service during the year evidently had some effect on the percentage of change over the preceding year, although it is believed to be negligible in character. Here, as in residential and most all other classes of sales, the same economic factors of war, temperatures, rate reductions, etc., had their affect upon the sales data reported both in the aggregate and by individual companies.

For the year 1942 commercial service produced 12.13% of the total operating revenue of the twelve gas utilities, a slight increase over the 11.96% for 1941.

Commercial service revenue rose from \$8,079,200 in 1941 to \$8,553,114 in 1942, a gain of 5.9%. Three companies reported decreases ranging from 1.1% to 15.8%, the other nine companies reported increases ranging from 5.3% to 28.7%.

Therm sales and average number of customers increased 10.8% and 1.7%, respectively, for the twelve companies. Revenue per therm declined slightly from 10.47¢ in 1941 to 10.01¢ in 1942, while therms per customer increased from 1,102 to 1,201. Revenue per customer also increased from \$115.42 in 1941 to \$120.20 in 1942, a gain of \$4.78 per customer.

(b) Percentage Relationship to Total Sales to Ultimate Consumers, Table 16, pages 35 and 36.

The importance of this class of service indicates that the twelve companies' total revenue and therm sales contributed 12.70% and 8.98%, respectively, to the total sales to ultimate consumers. The results for all companies exclusive of The People's Gas Light & Coke Company are somewhat lower, being 10.01% for revenue and 6.01% for therms.

INDUSTRIAL NON-INTERRUPTIBLE SALES

(a) Comparative Sales, 1942-1941, Table 6, page 25.

Revenue from this class of service increased 13.8%, while therm sales and the average number of customers increased 14.4% and 7.6%, respectively. When The Peoples Gas Light & Coke Company is excluded from the totals, revenue rose 20.1%, therm sales 17.2% and the average number of customers 2.4%. However, The Peoples Gas Light & Coke Company continues to account for more than 69.0% of the total industrial non-interruptible sales, in revenue, therm sales and the number of customers.

One company reported a decrease in revenue, three in therm sales and four in the number of customers. With one exception the other companies reported substantial increases in revenue and therm sales. The revenue rise went as high as 47.7% and the therm sales as high as 142.5%, both by Union Electric Company of Illinois.

(b) Percentage Relationship to Total Sales to Ultimate Consumers, Table 16, pages 35 and 36.

The total therms of gas sold on an industrial non-interruptible basis in 1942 by all twelve companies amounted to 108,885,727, or 11.45% of the total sales to ultimate consumers. The revenue from such sales amounted to \$6,752,757, or 9.58% of the total operating revenue and 10.03% of the total revenue from sales to ultimate consumers. Only three companies received more than 10% of their total gas operating revenue and ultimate consumer revenue from such customers.

INDUSTRIAL INTERRUPTIBLE SALES, Table 7, page 26 and Table 16, pages 35 and 36.

Revenue totaled \$8,037,070 in 1942 as compared to \$6,881,398 in 1941, a gain of 16.8%. Therm sales increased from 378,657,861 in 1941 to 449,507,958 in 1942, an increase of 18.7%. These large increases are directly traceable to the expansion of the large industrial plants engaged in the production of implements of war. Apparently as a result of the war activity the Illinois Northern Utilities Company acquired one customer on an industrial interruptible basis. This newly acquired customer accounted for 29.81% of the total operating revenue of the

Illinois Northern Utilities Company.

Two of the nine companies reported decreases in revenue and therm sales, the other six reporting gains in revenue ranging from 4.0% to 94.1%, and in therm sales ranging from 4.4% to 125.9%.

Revenue from industrial interruptible sales comprised 11.40% of the total operating revenue for the twelve companies, while the therm sales in this class of service accounted for 43.55% of the total gas sales. On the basis of total sales to ultimate consumers revenue for all twelve companies accounted for 11.93% and therm sales 47.25%.

PUBLIC STREET AND HIGHWAY LIGHTING, Table 8, page 27 and Table 16, pages 35 and 36.

Public Street and highway lighting accounted for only 0.04% and 0.05%, respectively, of the total gas operating revenue and total revenue from sales to ultimate consumers for the twelve companies. The total revenue as reported by the three companies in this class of service amounted to only \$31,329 in 1942, of which The Peoples Gas Light & Coke Company accounted for \$27,754.

OTHER SALES TO PUBLIC AUTHORITIES, Table 9, page 28 and Table 16, pages 35 and 36.

Only five companies reported sales to other public authorities in 1942. The revenue, therm sales and the average number of customers rose 28.6%, 32.5% and 2.8%, respectively, which indicates an upward trend in these classifications. In magnitude such sales accounted for only 0.09% of the total operating revenue and 0.07% of the total therms sold to ultimate consumers.

SALES TO OTHER GAS UTILITIES, Table 11, page 30.

Three of the twelve companies sold to four customers 30,745,932 therms of gas for a total revenue of \$2,253,837. For the period under review this was a decrease in revenue and customers of 23.0% and 20.0%, respectively, therm sales increasing 3.6%. The Peoples Gas Light & Coke Company accounted for approximately 98.0% of the total sales to other gas utilities in both revenue and therm sales.

INTERDEPARTMENTAL SALES, Table 12, page 31.

Only two companies, Central Illinois Light Company and Illinois Iowa Power Company, reported sales in this class of service and in both cases the amounts were negligible.

OTHER GAS REVENUE, Table 14, page 33.

The revenue from this class of service amounted to \$887,588 in 1942, a decrease of 4.3% from the \$927,742 reported in 1941. This revenue account includes forfeited discounts, rent from gas property and appliances and other miscellaneous items of revenue from operations.

Table 1.#
ILLINOIS GAS UTILITIES*
GAS SALES BY CLASS OF SERVICE**

	REVENUE			THERMS			AVERAGE NUMBER OF CUSTOMERS			REVENUE PER THERM		% TOTAL OPERATING REVENUE
	1942	1941	% Change	1942	1941	% Change	1942	1941	% Change	1942	1941	
TOTAL GAS OPERATING REVENUES	\$70,485,843	\$66,983,638	5.2%									100.00%
Other Gas Revenues	887,588	927,742	-4.3 :							6.74	6.74	98.74
Total Gas Sales	69,598,255	66,055,896	5.4 :	1,032,205,044	907,878,150	13.7% :	1,450,061	1,423,282	1.9% :	5.04	5.04	0.01
Interdepartmental Sales	6,327	7,488	-15.5 :	125,427	148,856	-15.7 :	-	-	-			
Sales to Other Gas Utilities	2,253,837	2,926,281	-23.0 :	80,745,932	74,380,970	8.6 :	4	5	-20.0 :	2.79	2.79	3.20
Total Sales to Ultimate Consumers	67,338,091	63,122,127	6.7 :	951,333,685	833,348,304	14.2 :	1,450,057	1,423,277	1.9 :	7.08	7.08	95.53
Total Residential Sales	43,901,150	42,150,268	4.2 :	306,318,350	281,402,682	8.9 :	1,370,794	1,345,731	1.9 :	14.33	14.33	62.28
Residential Sales, exclusive of Space Heating	33,464,348	33,144,657	1.0 :	182,250,471	175,882,638	3.6 :	1,311,269	1,293,826	1.3 :	18.37	18.37	47.50
Residential Space Heating Sales	10,416,802	9,005,611	15.7 :	124,067,879	105,520,044	17.6 :	59,525	51,905	14.7 :	8.40	8.40	14.78
Total Commercial Sales	8,553,114	8,079,200	5.9 :	85,464,446	77,147,930	10.8 :	71,156	69,998	1.7 :	10.01	10.01	12.13
Industrial Non-Interruptible	6,752,757	5,931,535	13.8 :	108,885,727	95,186,177	14.4 :	7,807	7,256	7.6 :	6.20	6.20	9.58
Industrial Interruptible	8,037,070	6,881,398	16.6 :	449,507,958	378,657,861	16.7 :	150	146	2.7 :	1.79	1.79	11.40
Public Street & Highway Lighting	31,329	30,991	1.1 :	461,070	443,233	4.0 :	3	3	0.0 :	6.79	6.79	0.04
Other Sales to Public Authorities	62,671	48,735	28.6 :	676,134	510,441	32.5 :	147	143	2.8 :	9.27	9.27	0.09

See footnotes on the following supporting tables.

* Twelve large companies. See page 3 for list.

** Inter-company transactions have not been eliminated.

1/ Revised since publication of Research Bulletin #35.

Table 2.
ILLINOIS GAS UTILITIES
TOTAL RESIDENTIAL SALES

	REVENUE			THERMS			AVERAGE NUMBER OF CUSTOMERS		
	1942	1941	% Change	1942	1941	% Change	1942	1941	% Change
TOTAL 12 COMPANIES	\$43,901,150	\$42,150,268	1/4	: 306,318,350	281,402,682	1/4	: 1,370,794	1,345,731	1/4
TOTAL 12 COMPANIES, ex. of The Peoples Gas Lt. & Coke Co.	20,940,301	20,171,219	1/4	: 150,765,135	135,026,856	1/4	: 551,816	536,207	1/4
Cent. Ill. Elec. & Gas Co.	1,041,094	988,087	5.4	: 5,125,373	4,812,642	6.5	: 33,622	32,685	2.9
Central Illinois Light Co.	2,185,438	2,035,455	7.4	: 19,257,675	17,509,214	10.0	: 54,264	52,550	3.3
Cent. Ill. Pub. Ser. Co.	807,081	750,867	7.5	: 5,452,263	4,881,039	11.7	: 23,502	22,912	2.6
Illinois Iowa Power Co.	2,598,303	2,390,824	8.7	: 15,125,561	12,707,049	19.0	: 88,158	85,502	3.1
Ill. Northern Utilities Co.	382,587	408,453	-6.3	: 1,736,244	1,567,682	1/4	: 15,474	15,029	3.0
Iowa-Illinois Gas & Elec. Co.	685,379	643,393	6.5	: 4,647,557	4,101,602	13.3	: 21,355	20,911	2.1
North Shore Gas Company	1,310,499	1,287,847	1.8	: 7,826,128	7,592,144	1/4	: 26,118	26,053	1/4
The Peoples Gas Lt. & Coke Co.	22,960,849	21,979,048	4.5	: 155,553,215	146,375,826	6.3	: 818,978	809,524	1.2
Pub. Ser. Co. of No. Ill.	7,380,470	7,166,065	1/4	: 60,410,044	53,482,093	1/4	: 171,542	164,127	1/4
Union Elec. Co. of Illinois	104,778	103,115	1.6	: 527,188	412,505	27.8	: 4,732	4,631	2.2
Union Gas & Electric Co.	246,305	241,356	2.1	: 1,177,108	1,151,936	2.2	: 9,270	9,183	0.9
Western United Gas & Elec. Co.	4,198,367	4,155,758	1.0	: 29,477,994	26,809,000	10.0	: 103,779	102,619	1.1

1/ Revised since publication of Research Bulletin #35.

Table 2. (Continued)
ILLINOIS GAS UTILITIES
TOTAL RESIDENTIAL SALES

	REVENUE PER THERM		THERMS PER CUSTOMER		REVENUE PER CUSTOMER		% TOTAL OPERATING REVENUE
	1942	1941	1942	1941	1942	1941	1942
TOTAL 12 COMPANIES							
TOTAL 12 COMPANIES, ex. of The Peoples Gas Lt. & Coke Co.	14.33¢	14.98¢	223	209	\$32.03	\$31.32 1/2	62.28%
Peoples Gas Lt. & Coke Co.	13.89	14.94	273	252	37.95	37.62 1/2	68.31
Cent. Ill. Elec. & Gas Co.	20.31	20.53	152	147	30.96	30.23	65.55
Central Illinois Light Co.	11.35	11.63	355	333	40.27	38.73	65.53
Central Ill. Pub. Ser. Co.	14.80	15.38	232	213	34.34	32.77	71.84
Illinois Iowa Power Company	17.18	13.81	172	149	29.47	27.96	73.85
Ill. Northern Utilities Co.	22.01	26.05	112	104	24.72	27.18	53.60
Iowa-Illinois Gas & Elec. Co.	14.75	15.69 1/2	218	196	32.09	30.77 1/2	47.19
North Shore Gas Company	16.75	16.96	300	291	50.18	49.43	78.54
The Peoples Gas Lt. & Coke Co.	14.76	15.02	190	181	28.04	27.15	57.64
Pub. Ser. Co. of No. Ill.	12.22	13.40	352	326	43.02	43.66	63.34
Union Elec. Co. of Illinois	19.87	25.00	111	89	22.14	22.27	81.28
Union Gas & Electric Company	20.92	20.95	127	125	26.57	26.27	77.79
Western United Gas & Elec. Co.	14.24	15.50	284	261	40.45	40.50	81.43

1/ Revised since publication of Research Bulletin #35.

Table 3.
ILLINOIS GAS UTILITIES
RESIDENTIAL SALES EXCLUSIVE OF SPACE HEATING*

	REVENUE		% Change	THERMS		% Change	AVERAGE NUMBER OF CUSTOMERS		% Change
	1942	1941		1942	1941		1942	1941	
TOTAL 12 COMPANIES	\$33,484,348	\$33,144,657 $\frac{1}{2}$	1.0%	182,250,471	175,882,638 $\frac{1}{2}$	3.6%	1,311,269	1,293,826 $\frac{1}{2}$	1.3%
TOTAL 12 COMPANIES, ex. of The Peoples Gas Lt. & Coke Co.	14,440,275	14,546,560 $\frac{1}{2}$	-0.7	72,928,431	69,314,930 $\frac{1}{2}$	5.2	516,306	505,614 $\frac{1}{2}$	2.1
Cent. Ill. Elec. & Gas Co.	930,010	893,729	4.1	4,004,125	3,845,631	4.1	33,031	32,151	2.7
Central Illinois Light Co.	1,382,497	1,336,544	3.4	7,764,037	7,546,800	2.9	48,565	47,442	2.4
Cent. Ill. Pub. Ser. Co.	583,706	562,480	3.8	2,481,360	2,378,852	4.3	22,092	21,656	2.0
Illinois Iowa Power Co.	2,258,781	2,138,113	5.6	10,661,681	9,532,250	11.8	86,156	84,070	2.5
Ill. Northern Utilities Co.	380,920	407,016	-6.4	1,720,097	1,555,428	10.6	15,464	15,022	2.9
Iowa-Illinois Gas & Elec. Co.	524,088	512,025 $\frac{1}{2}$	2.4	2,892,139	2,695,038 $\frac{1}{2}$	7.3	20,325	20,024 $\frac{1}{2}$	1.5
North Shore Gas Company	944,865	954,211 $\frac{1}{2}$	-1.0	4,198,375	4,252,627 $\frac{1}{2}$	-1.3	24,943	24,903 $\frac{1}{2}$	0.2
The Peoples Gas Lt. & Coke Co.	19,044,073	18,598,097	2.4	109,322,040	106,558,707	2.6	794,963	788,212	0.9
Pub. Ser. Co. of No. Ill.	4,144,796	4,318,254 $\frac{1}{2}$	-4.0	22,394,624	21,257,404 $\frac{1}{2}$	5.3	154,980	149,985 $\frac{1}{2}$	3.3
Union Elec. Co. of Ill.	97,159	101,814	-4.6	435,063	396,201	10.0	4,665	4,622	0.9
Union Gas & Elec. Co.	237,630	232,674	2.1	1,095,235	1,069,425	2.4	9,222	9,144	0.9
Western United Gas & Elec. Co.	2,955,815	3,089,700	-4.3	15,280,895	14,793,467	3.3	96,863	96,595	0.3

* Includes all sales of gas to residential customers for lighting, cooking, water heating, refrigeration and other domestic purposes except those classified as Residential Space Heating (see footnote $\frac{1}{2}$, Table 4.)
 $\frac{1}{2}$ Revised since publication of Research Bulletin #35.

Table 3. (Continued)
ILLINOIS GAS UTILITIES
RESIDENTIAL SALES EXCLUSIVE OF SPACE HEATING*

	REVENUE PER THERM		THERMS PER CUSTOMER		REVENUE PER CUSTOMER		% TOTAL OPERATING REVENUE
	1942	1941	1942	1941	1942	1941	
TOTAL 12 COMPANIES	18.37¢	18.84¢ ^{1/}	139	136	\$25.54	\$25.62 ^{1/}	47.50%
TOTAL 12 COMPANIES, ex. of The Peoples Gas Lt. & Coke Co.	19.80	20.99 ^{1/}	141	137 ^{1/}	27.97	28.77 ^{1/}	47.11
Cent. Ill. Elec. & Gas. Co.	23.23	23.24	121	120	28.16	27.80	58.56
Central Illinois Light Co.	17.81	17.71	160	159	28.47	28.17	41.45
Cent. Ill. Pub. Ser. Co.	23.52	23.65	112	110	26.42	25.97	51.96
Illinois Iowa Power Co.	21.19	22.43	124	113	26.22	25.43	64.20
Ill. Northern Utilities Co.	22.15	26.17	111	104	24.63	27.09	53.37
Iowa-Illinois Gas & Elec. Co.	18.12	18.99 ^{1/}	142	135	25.79	25.57	36.08
North Shore Gas Company	22.51	22.44 ^{1/}	168	171	37.88	38.32 ^{1/}	56.63
The Peoples Gas Lt. & Coke Co.	17.42	17.45	138	135	23.96	23.60	47.81
Pub. Ser. Co. of No. Ill.	18.51	20.31	145	142	26.74	28.79	35.57
Union Electric Co. of Illinois	22.29	25.70	93	86	20.83	22.03	75.37
Union Gas & Electric Co.	21.70	21.76	119	117	25.77	25.45	75.05
Western United Gas & Elec. Co.	19.34	20.89	158	153	30.52	31.99	57.33

* Includes all sales of gas to residential customers for lighting, cooking, water heating, refrigeration and other domestic purposes except those classified as Residential Space Heating (see footnote ^{1/}, Table 4.)

^{1/} Revised since publication of Research Bulletin #35.

Table 4.
ILLINOIS GAS UTILITIES
RESIDENTIAL SPACE HEATING SALES*

	REVENUE		% Change	THERMS		% Change	AVERAGE NUMBER OF CUSTOMERS		
	1942	1941		1942	1941		1942	1941	% Change
TOTAL 12 COMPANIES	\$10,416,802	\$9,005,611	15.7%	124,067,879	105,520,044 ^{1/}	17.6%	59,525	51,905 ^{1/}	14.7%
TOTAL 12 COMPANIES, ex. of The Peoples Gas Lt. & Coke Co.	6,500,026	5,624,660	15.6	77,836,704	65,702,925 ^{1/}	18.5	35,510	30,593 ^{1/}	16.1
Cent. Ill. Elec. & Gas Co.	111,084	94,358	17.7	1,121,248	967,011	15.9	591	534	10.7
Central Illinois Light Co.	802,941	698,911	14.9	11,493,638	9,962,406	15.4	5,699	5,108	11.6
Cent. Ill. Pub. Ser. Co.	223,375	188,387	18.6	2,970,903	2,502,187	18.7	1,410	1,256	12.3
Illinois Iowa Power Company	339,522	252,711	34.4	4,463,880	3,174,799	40.6	2,002	1,432	39.8
Ill. Northern Utilities Co.	1,667	1,437	16.0	18,147	12,204 ^{1/}	48.7	10	7	42.9
Iowa-Illinois Gas & Elec. Co.	161,291	131,368	22.8	1,755,418	1,405,764	24.9	1,030	887	16.1
North Shore Gas Company	365,634	333,636	9.6	3,627,753	3,339,517 ^{1/}	8.6	1,175	1,150 ^{1/}	2.2
The Peoples Gas Lt. & Coke Co.	3,916,776	3,380,951	15.8	46,231,175	39,817,119	16.1	24,015	21,312	12.7
Pub. Ser. Co. of No. Ill.	3,235,674	2,847,811	13.6	38,015,420	32,224,689 ^{2/}	18.0	16,562	14,142	17.1
Union Elec. Co. of Illinois	7,619	1,301 ^{2/}	485.6	91,325	16,304	460.1	67	9 ^{2/}	644.4
Union Gas & Electric Co.	8,667	8,682	-0.2	81,873	82,511	-0.8	48	44	9.1
Western United Gas & Elec. Co.	1,242,552	1,066,058	16.6	14,197,099	12,015,533	18.2	6,916	6,024	14.8

* Includes gas sold under separately metered space heating rates and gas used for space heating and for residential purposes other than space heating in the case of sales under combination rates which do not provide for the quantity of gas used for space heating. All other Residential Sales are included in Table 3.

^{1/} Revised since publication of Research Bulletin #35.

^{2/} Combination rate for space heating and other domestic purposes not available prior to October 1941.

Table 4. (Continued)
ILLINOIS GAS UTILITIES
RESIDENTIAL SPACE HEATING SALES*

	REVENUE PER THERM		THERMS PER CUSTOMER		REVENUE PER CUSTOMER		% TOTAL OPERATING REVENUE
	1942	1941	1942	1941	1942	1941	1942
TOTAL 12 COMPANIES							
TOTAL 12 COMPANIES, ex. of							
The Peoples Gas Lt. & Coke Co.	8.40¢	8.53¢	2,084	2,033 1/2	\$175.00	\$173.50 1/2	14.78%
	8.35	8.56	2,192	2,148 1/2	183.05	183.85 1/2	21.20
Cent. Ill. Elec. & Gas Co.	9.91	9.76	1,897	1,811	187.96	171.70	6.99
Central Illinois Light Co.	6.99	7.02	2,017	1,950	140.89	136.83	24.08
Cent. Ill. Pub. Ser. Co.	7.52	7.53	2,107	1,992	158.42	149.99	19.88
Illinois Iowa Power Company	7.61	7.96	2,230	2,217	169.59	176.47	9.65
Ill. Northern Utilities Co.	9.19	11.68 1/2	1,815	1,743 1/2	166.70	205.29	0.23
Iowa-Illinois Gas & Elec. Co.	9.19	9.34	1,704	1,585	156.59	148.10	11.11
North Shore Gas Company	10.06	9.99	3,087	2,904 1/2	311.16	290.12 1/2	21.91
The Peoples Gas Lt. & Coke Co.	8.47	8.49	1,925	1,868	163.10	158.64	9.83
Pub. Ser. Co. of No. Ill.	8.51	8.84 2/2	2,295	2,279	195.37	201.37 2/2	27.77
Union Electric Co. of Illinois	8.34	7.98	1,363	1,812 2/2	113.72	144.56	5.91
Union Gas & Electric Company	10.59	10.52	1,706	1,875	180.56	197.32	2.74
Western United Gas & Elec. Co.	8.75	8.87	2,053	1,995	179.66	176.97	24.10

* Includes gas sold under separately metered space heating rates and gas used for space heating and for residential purposes other than space heating in the case of sales under combination rates which do not provide for the quantity of gas used for space heating. All other Residential Sales are included in Table 3.

1/ Revised since publication of Research Bulletin #35.

2/ Combination rate for space heating and other domestic purposes not available prior to October 1941.

Table 5.
ILLINOIS GAS UTILITIES
TOTAL COMMERCIAL SALES*

	REVENUE			THERMS			AVERAGE NUMBER OF CUSTOMERS				
	1942	1941	% Change	1942	1941	% Change	1942	1941	% Change		
TOTAL 12 COMPANIES	\$8,553,114	\$8,079,200 1/	5.9%	:	85,484,446	77,147,930 1/	10.8%	:	71,156	69,998 1/	1.7%
TOTAL 12 COMPANIES, ex. of The Peoples Gas Lt. & Coke Co.	3,029,443	2,880,247 1/	5.2	:	25,096,591	21,601,112 1/	16.2	:	29,053	27,396 1/	6.0
Cent. Ill. Elec. & Gas Co.	159,574	150,148	6.3	:	1,088,595	1,017,478	7.0	:	1,556	1,571	-1.0
Central Illinois Light Co.	346,760	317,282	9.3	:	3,288,236	2,861,182	14.9	:	2,925	2,876	1.7
Cent. Ill. Pub. Ser. Co.	227,310	209,741	8.4	:	2,674,991	2,360,284	13.3	:	2,227	2,234	-0.3
Illinois Iowa Power Co.	519,765	479,407	8.4	:	3,629,146	2,980,244	21.8	:	6,208	6,144	1.0
Ill. Northern Utilities Co.	66,656	67,423	-1.1	:	383,101	325,287 1/	17.8	:	979	1,003	-2.4
Iowa-Illinois Gas & Elec. Co.	147,584	136,061	8.5	:	1,081,066	921,812 1/	17.3	:	1,896	1,822 1/	4.1
North Shore Gas Company	234,133	197,682 1/	18.4	:	1,639,139	1,330,615	23.2	:	872	843 1/	3.4
The Peoples Gas Lt. & Coke Co.	5,523,671	5,198,953	6.2	:	60,387,855	55,546,018	8.7	:	42,103	42,602	-1.2
Pub. Ser. Co. of No. Ill.	839,060	926,596 1/	-9.4	:	7,530,844	6,974,594 1/	8.0	:	8,468	9,095 1/	-6.9
Union Elec. Co. of Illinois	19,872	23,612	-15.8	:	143,577	120,888	18.8	:	350	352	-0.6
Union Gas & Electric Co.	46,637	44,282	5.3	:	259,539	232,403	11.7	:	536	550	-2.5
Western United Gas & Elec. Co.	422,092	328,013	28.7	:	3,378,357	2,477,125	36.4	:	3,036	906	235.1

* Includes sales to commercial customers using gas for space heating.
1/ Revised since publication of Research Bulletin #35.

Table 5. (Continued)
ILLINOIS GAS UTILITIES
TOTAL COMMERCIAL SALES*

	REVENUE PER THERM		THERMS PER CUSTOMER		REVENUE PER CUSTOMER		% TOTAL OPERATING REVENUE
	1942	1941	1942	1941	1942	1941	
TOTAL 12 COMPANIES							
TOTAL 12 COMPANIES, -ex. of							
The Peoples Gas Lt. & Coke Co.	10.01¢	10.47¢ 1/	1,201	1,102 1/	\$120.20	\$115.42 1/	12.13%
	12.07	13.33 1/	864	788 1/	104.27	105.13 1/	9.88
Cent. Ill. Elec. & Gas Co.	14.66	14.76	700	648	102.55	95.57	10.05
Central Illinois Light Co.	10.55	11.09	1,124	995	118.55	110.32	10.40
Cent. Ill. Pub. Ser. Co.	8.50	8.89	1,201	1,057	102.07	93.89	20.23
Illinois Iowa Power Co.	14.32	16.09	585	485	83.73	78.03	14.78
Ill. Northern Utilities Co.	17.40	20.73 1/	391	324	68.09	67.22	9.34
Iowa-Illinois Gas & Elec. Co.	13.65	14.76 1/	570	506	77.84	74.68	10.16
North Shore Gas Company	14.28	14.86 1/	1,880	1,578 1/	268.50	234.50 1/	14.03
The Peoples Gas Lt. & Coke Co.	9.15	9.36	1,434	1,304	131.19	122.04	13.87
Pub. Ser. Co. of No. Ill.	11.14	13.28	889	767	99.09	101.88 1/	7.20
Union Elec. Co. of Illinois	13.84	19.53	410	343	56.78	67.08	15.41
Union Gas & Electric Co.	17.97	19.05	484	423	87.01	80.51	14.73
Western United Gas & Elec. Co.	12.49	13.24	1,113	2,734	139.03	362.05	8.19

* Includes sales to commercial customers using gas for space heating.
1/ Revised since publication of Research Bulletin #35.

Table 6.
ILLINOIS GAS UTILITIES
INDUSTRIAL NON-INTERRUPTIBLE

	REVENUE			THERMS			AVERAGE NUMBER OF CUSTOMERS			REVENUE PER THERM		% TOTAL OPERATING REVENUE
	1942	1941	% Change	1942	1941	% Change	1942	1941	% Change	1942	1941	
TOTAL 12 COMPANIES	\$6,752,757	\$5,931,535	1/ 13.8%	108,885,727	95,186,177	1/ 14.4%	7,807	7,256	1/ 7.6%	6.20¢	6.23¢	9.58%
TOTAL 12 COMPANIES, ex. of The Peoples Gas Lt. & Coke Co.	2,026,112	1,687,201	1/ 20.1	33,407,280	28,509,095	1/ 17.2	945	923	1/ 2.4	6.06	5.92	6.61
Cent. Ill. Elec. & Gas Co.	342,755	246,069	39.3	4,336,744	3,235,235	34.0	178	165	7.9	7.99	7.61	21.58
Central Illinois Light Co.	87,044	74,649	16.6	1,243,611	997,975	24.6	65	67	-3.0	7.00	7.48	2.61
Cent. Ill. Pub. Ser. Co.	8,777	6,327	38.7	200,021	115,912	72.6	2	1	100.0	4.39	5.46	0.78
Illinois Iowa Power Co.	78,900	72,961	8.1	703,822	613,449	14.7	82	88	-6.8	11.21	11.89	2.24
Ill. Northern Utilities Co.	43,192	42,632	1.3	528,892	316,681	67.0	41	42	-2.4	8.17	13.46	6.05
Iowa-Illinois Gas & Elec. Co.	417,449	319,920	30.5	7,237,624	5,474,531	32.2	43	39	10.3	5.77	5.84	28.74
North Shore Gas Company	90,295	86,239	4.7	816,696	824,583	-1.0	57	53	7.5	11.06	10.46	5.41
The Peoples Gas Lt. & Coke Co.	4,726,645	4,244,334	11.4	75,478,447	66,677,082	13.2	6,862	6,333	8.4	6.26	6.37	11.87
Pub. Ser. Co. of No. Ill.	552,837	461,698	19.7	9,294,906	7,770,296	19.6	357	341	4.7	5.95	5.94	4.74
Union Elec. Co. of Ill.	1,026	690	48.7	8,617	3,554	142.5	4	4	0.0	11.91	19.41	0.80
Union Gas & Elec. Co.	13,536	15,627	-13.4	83,555	96,446	-13.3	17	17	0.0	16.18	16.20	4.27
Western United Gas & Elec. Co.	390,301	360,389	8.3	8,952,692	9,060,433	-1.2	99	106	-6.6	4.36	3.98	7.57

1/ Revised since publication of Research Bulletin #35.

Table 7.
ILLINOIS GAS UTILITIES
INDUSTRIAL INTERRUPTIBLE

	REVENUE			THERMS			AVERAGE NUMBER OF CUSTOMERS			REVENUE PER THERM		% TOTAL OPERATING REVENUE
	1942	1941	% Change	1942	1941	% Change	1942	1941	% Change	1942	1941	
TOTAL 12 COMPANIES 1/	\$8,037,070	\$6,881,398	16.8%	449,507,958	378,657,861	18.7%	150	146	2.7%	1.79¢	1.82¢	11.40%
TOTAL 12 COMPANIES, ex. of The Peoples Gas Lt. & Coke Co. 1/	4,213,297	3,856,966	10.0	208,089,534	187,588,343	10.9	140	136	2.9	2.04	2.06	13.84
Cent. Ill. Elec. & Gas Co.	22,542	11,611	94.1	946,680	419,000	125.9	1	1	0.0	2.38	2.77	1.42
Central Illinois Light Co.	670,720	696,532	-3.7	32,596,538	33,728,072	-3.4	8	10	-2.0	2.06	2.07	20.11
Cent. Ill. Pub. Ser. Co.	71,347	59,968	19.0	2,849,403	2,447,900	16.4	1	1	0.0	2.50	2.45	6.35
Illinois Iowa Power Co.	268,500	218,752	22.7	9,231,103	7,255,778	27.2	71	67	6.0	2.91	3.01	7.63
Iowa Illinois Gas & Elec. Co.	187,804	196,458	-4.4	7,291,966	7,702,447	-5.3	14	12	16.7	2.58	2.55	12.93
Ill. Northern Utilities Co.	212,740	2/	-	11,196,861	2/	-	1	2/	-	1.90	2/	29.81
The Peoples Gas Lt. & Coke Co.	3,793,773	3,024,432	25.4	241,418,424	191,069,518	26.4	10	10	0.0	1.57	1.58	9.52
Pub. Ser. Co. of No. Ill	2,722,835	2,616,895	4.0	137,555,860	131,809,364	4.4	42	43	-2.3	1.98	1.99	23.37
Western United Gas & Elec. Co.	86,809	56,750	53.0	6,421,123	4,285,782	52.0	2	2	0.0	1.35	1.34	1.68

^{1/} Except that North Shore Gas Company, Union Electric Company of Illinois and Union Gas & Electric Company, three of the twelve companies report no Industrial Interruptible Sales in either year.

^{2/} No Industrial Interruptible Sales reported prior to February 1942.

Table 8.
ILLINOIS GAS UTILITIES
PUBLIC STREET & HIGHWAY LIGHTING

	REVENUE			THERMS			AVERAGE NUMBER OF CUSTOMERS			REVENUE PER THERM		% TOTAL OPERATING REVENUE
	1941			1942			1941			1942		
	1942	1941	% Change	1942	1941	% Change	1942	1941	% Change	1942	1941	
TOTAL 12 COMPANIES ^{1/}	\$31,329	\$30,991	1.1%	461,070	443,233	4.0%	3	3	0.0%	6.79¢	6.99¢	0.04%
TOTAL 12 COMPANIES, ex. of The Peoples Gas Lt. & Coke Co. ^{1/}	3,575	4,420	-19.1	27,421	28,060	-2.3	2	2	0.0	13.04	15.75	0.01
North Shore Gas Company	2,230	2,254	-1.1	15,341	12,944	18.5	1	1	0.0	14.54	17.41	0.13
The Peoples Gas Lt. & Coke Co.	27,754	26,571	4.5	433,649	415,173	4.5	1	1	0.0	6.40	6.40	0.07
Pub. Ser. Co. of No. Ill.	1,345	2,166	-37.9	12,080	15,116	-20.1	1	1	0.0	11.13	14.33	0.01

^{1/} Except that Central Illinois Electric & Gas Company, Central Illinois Light Company, Central Illinois Public Service Company, Illinois Iowa Power Company, Illinois Northern Utilities Company, Iowa-Illinois Gas & Electric Company, Union Electric Company of Illinois, Union Gas & Electric Company and Western United Gas & Electric Company, nine of the twelve companies, reported no Public Street and Highway Lighting Sales in either year.

Table 9.
ILLINOIS GAS UTILITIES
OTHER SALES TO PUBLIC AUTHORITIES

	REVENUE			THERMS			AVERAGE NUMBER OF CUSTOMERS			REVENUE PER THERM		% TOTAL OPERATING REVENUE 1942
	1942	1941	% Change	1942	1941	% Change	1942	1941	% Change	1942	1941	
TOTAL 12 COMPANIES ^{1/}	\$62,671	\$48,735	28.6%	676,134	510,441	32.5%	147	143	2.8%	9.27¢	9.55¢	0.09%
TOTAL 12 COMPANIES, ex. of The Peoples Gas Lt. & Coke Co. ^{1/}	27,481	22,357	22.9	273,185	223,045	22.5	142	139	2.2	10.06	10.02	0.09
Cent. Ill. Elec. & Gas Co.	12,482	6,598	89.2	104,050	52,444	98.4	73	69	5.8	12.00	12.58	0.79
The Peoples Gas Lt. & Coke Co.	35,190	26,379	33.4	402,949	287,396	40.2	5	4	25.0	8.73	9.18	0.09
Pub. Ser. Co. of No. Ill.	8,102	8,490	-4.6	106,674	108,421	-1.6	4	5	-20.0	7.60	7.83	0.07
Union Gas & Electric Co.	3,812	3,835	-0.6	20,373	20,528	-0.8	25	26	-3.8	18.71	18.68	1.20
Western United Gas & Elec. Co.	3,085	3,433	-10.1	42,088	41,652	1.0	40	39	2.6	7.33	8.24	0.06

^{1/} Except that Central Illinois Light Company, Central Public Service Company, Illinois Iowa Power Company, Illinois Northern Utilities Company, North Shore Gas Company, Iowa-Illinois Gas & Electric Company and Union Electric Company of Illinois, seven of the twelve companies, reported no Other Sales to Public Authorities in either year.

Table 10.
ILLINOIS GAS UTILITIES
TOTAL SALES TO ULTIMATE CONSUMERS*

	REVENUE			THERMS			AVERAGE NUMBER OF CUSTOMERS			REVENUE PER THERM		% TOTAL OPERATING REVENUE	
	1942	1941	% Change	1942	1941	% Change	1942	1941	% Change	1942	1941		
TOTAL 12 COMPANIES	\$67,338,091	\$63,122,127	6.7%	: 951,333,685	833,348,324	14.2%	: 1,450,057	1,423,277	1/	1.9%	: 7.08¢	7.57¢	95.53%
TOTAL 12 COMPANIES, ex. of													
The Peoples Gas Lt. & Coke Co.	30,270,209	28,622,410	5.8	: 417,659,146	372,977,311	12.0	: 582,098	561,803	1/	3.1	: 7.25	7.67	98.75
Cent. Ill. Elec. & Gas Co.	1,578,447	1,402,513	12.5	: 11,601,442	9,536,799	21.6	: 35,430	34,491		2.7	: 13.61	14.71	99.39
Central Illinois Light Co.	3,289,962	3,123,918	5.3	: 56,386,060	55,096,443	2.3	: 57,262	55,503		3.2	: 5.83	5.67	98.65
Cent. Ill. Pub. Ser. Co.	1,114,515	1,026,903	8.5	: 11,176,678	9,805,135	14.0	: 25,732	25,148		2.3	: 9.97	10.47	99.20
Illinois Iowa Power Co.	3,465,468	3,161,944	9.6	: 28,689,632	23,556,520	21.8	: 94,519	91,801		3.0	: 12.08	13.42	98.50
Ill. Northern Utilities Co.	705,175	518,508	36.0	: 13,847,098	2,209,600	526.7	: 16,495	16,074		2.6	: 5.09	23.47	98.80
Iowa-Illinois Gas & Elec. Co.	1,438,216	1,295,832	11.0	: 20,258,213	18,200,392	11.3	: 23,308	22,784	1/	2.3	: 7.10	7.12	99.02
North Shore Gas Company	1,637,157	1,574,022	4.0	: 10,297,304	9,760,286	5.5	: 27,048	26,950		0.4	: 15.90	16.13	98.11
The Peoples Gas Lt. & Coke Co.	37,067,882	34,499,717	7.4	: 533,674,539	460,371,013	15.9	: 867,959	858,474		1.1	: 6.95	7.49	93.06
Pub. Ser. Co. of No. Ill.	11,504,649	11,181,910	2.9	: 214,910,408	200,159,884	7.4	: 180,414	173,612		3.9	: 5.35	5.59	98.73
Union Electric Co. of Ill.	125,676	127,417	-1.4	: 679,382	536,947	26.5	: 5,086	4,987		2.0	: 18.50	23.73	97.49
Union Gas & Elec. Co.	310,290	305,100	1.7	: 1,540,675	1,501,313	2.6	: 9,848	9,781		0.7	: 20.14	20.32	97.99
Western United Gas & Elec. Co.	5,100,654	4,904,343	4.0	: 48,272,254	42,613,992	13.3	: 106,956	103,672		2.8	: 10.57	11.51	98.93

* See footnotes on supporting tables, preceding.
1/ Revised since publication of Research Bulletin #35.

Table 11.
ILLINOIS GAS UTILITIES
SALES TO OTHER GAS UTILITIES

	REVENUE			THERMS			AVERAGE NUMBER OF CUSTOMERS			REVENUE PER THERM		% TOTAL OPERATING REVENUE
	1942	1941	% Change	1942	1941	% Change	1942	1941	% Change	1942	1941	
TOTAL 12 COMPANIES ^{1/}	\$2,253,837	\$2,926,281	-23.0%	80,745,932	74,380,970	8.6%	4	5	-20.0%	2.79¢	3.93¢	3.20%
TOTAL 12 COMPANIES, ex. of The Peoples Gas Lt. & Coke Co. ^{1/}	38,632	85,849	-55.0	1,619,260	2,848,569	-43.2	3	4	-25.0	2.39	3.01	0.13
Illinois Iowa Power Company	<u>2/</u>	34,334		<u>2/</u>	461,976		<u>2/</u>	1		<u>2/</u>	7.43	
The Peoples Gas Lt. & Coke Co.	2,215,205	2,840,432	-22.0	79,126,672	71,532,401	10.6	1	1	0.0	2.80	3.97	5.56
Pub. Ser. Co. of No. Ill.	36,180	49,930	-27.5	1,582,824	2,365,481	-33.1	2	2	0.0	2.29	2.11	0.31
Western United Gas & Elec. Co.	2,452	1,585	54.7	36,436	21,112	72.6	1	1	0.0	6.73	7.51	0.05

^{1/} Except that Central Illinois Electric & Gas Company, Central Illinois Light Company, Central Illinois Public Service Company, Illinois Northern Utilities Company, North Shore Gas Company, Iowa-Illinois Gas & Electric Company, Union Electric Company of Illinois and Union Gas & Electric Company, eight of the twelve companies reported no Sales to Other Gas Utilities in either year.

^{2/} No Sales to Other Gas Utilities reported for 1942.

Table 12.
ILLINOIS GAS UTILITIES
INTERDEPARTMENTAL SALES

	REVENUE			THERMS			AVERAGE NUMBER OF CUSTOMERS			REVENUE PER THERM		% TOTAL OPERATING REVENUE
	1941		% Change	1942		1941	1942		1941	1942		
	1942	1941		1942	1941		1942	1941				
TOTAL 12 COMPANIES ^{1/}	\$6,327	\$7,488	-15.5%	125,427	148,856	-15.7%	-	-	-	5.04¢	5.03¢	0.01%
TOTAL 12 COMPANIES, ex. of The Peoples Gas Lt. & Coke Co. ^{1/}	6,327	7,488	-15.5	125,427	148,856	-15.7	-	-	-	5.04	5.03	0.02
Central Illinois Light Co.	3,793	3,379	12.3	59,292	51,935	14.2	-	-	-	6.40	6.51	0.11
Illinois Iowa Power Co.	2,534	4,109	-38.3	66,135	96,921	-31.8	-	-	-	3.83	4.24	0.07

^{1/} Except that Central Illinois Electric and Gas Company, Central Illinois Public Service Company, Illinois Northern Utilities Company, North Shore Gas Company, The Peoples Gas Light & Coke Company, Iowa-Illinois Gas & Electric Company, Public Service Company of Northern Illinois, Union Electric Company of Illinois, Union Gas & Electric Company and Western United Gas & Electric Company, ten of the twelve companies reported no Interdepartmental Sales in either year.

Table 13.
ILLINOIS GAS UTILITIES
TOTAL GAS SALES*

	REVENUE			THERMS			AVERAGE NUMBER OF CUSTOMERS			REVENUE PER THERM		% TOTAL OPERATING REVENUE
	1942	1941	% Change	1942	1941	% Change	1942	1941	% Change	1942	1941	
TOTAL 12 COMPANIES	\$69,598,255	\$66,055,826	5.4%	1,032,205,041	907,878,150	13.7%	1,450,061	1,423,282	1/ 1.9%	6.74¢	7.28¢	98.74%
TOTAL 12 COMPANIES, ex. of												
The Peoples Gas Lt. & Coke Co.	30,315,168	28,715,747	5.6	419,403,833	375,974,736	11.6	582,101	564,807	1/ 2.9	7.23	7.64	98.90
Cent. Ill. Elec. & Gas Co.	1,578,447	1,402,513	12.5	11,601,442	9,536,799	21.6	35,430	34,491	2.7	13.61	14.71	99.39
Central Illinois Light Co.	3,293,755	3,127,297	5.3	56,445,352	55,148,378	2.4	57,262	55,503	3.2	5.84	5.67	98.76
Cent. Ill. Pub. Ser. Co.	1,114,515	1,026,903	8.5	11,176,578	9,805,135	14.0	25,732	25,148	2.3	9.97	10.47	99.20
Illinois Iowa Power Co.	3,468,002	3,200,387	8.4	28,755,767	24,115,417	19.2	94,519	91,802	3.0	12.06	13.27	98.57
Ill. Northern Utilities Co.	705,175	518,508	36.0	13,847,098	2,209,600	526.7	16,495	16,074	2.6	5.09	23.47	98.80
Iowa-Illinois Gas & Elec. Co.	1,438,216	1,295,832	11.0	20,258,213	18,200,392	11.3	23,308	22,784	2.3	7.10	7.12	99.02
North Shore Gas Co.	1,637,157	1,574,022	4.0	10,297,304	9,760,286	5.5	27,048	26,950	0.4	15.90	16.13	98.11
The Peoples Gas Lt. & Coke Co.	39,283,087	37,340,149	5.2	612,801,211	531,903,414	15.2	867,960	858,475	1.1	6.41	7.02	98.62
Pub. Ser. Co. of No. Ill.	11,540,829	11,231,840	2.8	216,493,232	202,525,365	6.9	180,416	173,614	3.9	5.33	5.55	99.04
Union Elec. Co. of Ill.	125,676	127,417	-1.4	679,382	536,947	26.5	5,086	4,987	2.0	18.50	23.73	97.49
Union Gas & Elec. Co.	310,290	305,100	1.7	1,540,675	1,501,313	2.6	9,848	9,781	0.7	20.14	20.32	98.00
Western United Gas & Elec. Co.	5,103,106	4,905,928	4.0	48,308,690	42,635,104	13.3	106,957	103,673	3.2	10.56	11.51	98.98

* See footnotes on supporting tables, preceding.

1/ Revised since publication of Research Bulletin #35.

Table 14.
ILLINOIS GAS UTILITIES
OTHER GAS REVENUE

	REVENUE			% TOTAL OPERATING REVENUE
	<u>1942</u>	<u>1941</u>	<u>% Change</u>	<u>1942</u>
TOTAL 12 COMPANIES	\$887,588	\$927,742	-4.3%	1.26%
TOTAL 12 COMPANIES, ex. of The Peoples Gas Lt. & Coke Co.	338,122	446,744	-24.3	1.10
Cent. Ill. Elec. & Gas Co.	9,669	9,891	-2.2	0.61
Central Illinois Light Co.	41,359	28,845	43.4	1.24
Cent. Ill. Pub. Ser. Co.	8,971	8,870	1.1	0.80
Illinois Iowa Power Company	50,278	23,299	115.8	1.43
Ill. Northern Utilities Co.	8,563	3,590	138.5	1.20
Iowa-Illinois Gas & Elec. Co.	14,193	12,936	9.7	0.98
North Shore Gas Company	31,491	25,977	21.2	1.89
The Peoples Gas Lt. & Coke Co.	549,466	480,998	14.2	1.38
Pub. Ser. Co. of No. Ill.	111,450	273,231	-59.2	0.96
Union Elec. Co. of Ill.	3,232	2,754	17.4	2.51
Union Gas & Elec. Co.	6,342	5,887	7.7	2.00
Western United Gas & Elec. Co.	52,574	51,464	2.2	1.02

Table 15.
ILLINOIS GAS UTILITIES
TOTAL GAS OPERATING REVENUE*

	REVENUE		% Change
	1942	1941	
TOTAL 12 COMPANIES	\$70,485,843	\$66,983,638	5.2%
TOTAL 12 COMPANIES, ex. of The Peoples Gas Lt. & Coke Co.	30,653,290	29,162,491	5.1
Cent. Ill. Elec. & Gas Co.	1,588,116	1,412,404	12.4
Central Illinois Light Co.	3,335,114	3,156,142	5.7
Cent. Ill. Pub. Ser. Co.	1,123,486	1,035,773	8.5
Illinois Iowa Power Co.	3,518,280	3,223,686	9.1
Ill. Northern Utilities Co.	713,738	522,098	36.7
Iowa-Illinois Gas & Elec. Co.	1,452,409	1,308,768	11.0
North Shore Gas Company	1,668,648	1,599,999	4.3
The Peoples Gas Lt. & Coke Co.	39,832,553	37,821,147	5.3
Pub. Ser. Co. of No. Ill.	11,652,279	11,505,071	1.3
Union Elec. Co. of Ill.	128,908	130,171	-1.0
Union Gas & Elec. Co.	316,632	310,987	1.8
Western United Gas & Elec. Co.	5,155,680	4,957,392	4.0

* See footnotes on supporting tables, preceding.

Table 16.
PERCENTAGE RELATIONSHIP OF REVENUE AND THERMS IN EACH CLASS OF CONSUMER SALES
TO TOTAL SALES TO ULTIMATE CONSUMERS
1942

	Total Sales to Ultimate Consumers	Total Residential Sales	Residential Ex. of Space Heating	Residential Space Heating	Total Commercial Sales	Industrial Non-Inter- ruptible Sales	Industrial Interruptible Sales	Public St. & Highway Lighting	Other Sales to Public Authorities
TOTAL 12 COMPANIES	100%	65.20%	49.73%	15.47%	12.70%	10.03%	11.93%	0.05%	0.09%
	100	32.20	19.16	13.04	8.98	11.45	47.25	0.05	0.07
TOTAL 12 COMPANIES, ex. of The Peoples Gas Lt. & Coke Co.	100	69.18	47.71	21.47	10.01	6.69	14.02	0.01	0.09
	100	36.10	17.46	18.64	6.01	8.00	49.82	0.01	0.06
Cent. Ill. Elec. & Gas Co.	100	65.96	58.92	7.04	10.11	21.71	1.43	1/	0.79
	100	44.18	34.51	9.67	9.38	37.38	8.16	1/	0.90
Cent. Illinois Light Co.	100	66.43	42.02	24.41	10.54	2.64	20.39	-	-
	100	34.15	13.77	20.38	5.83	2.21	57.81	-	-
Cent. Ill. Public Ser. Co.	100	72.41	52.37	20.04	20.40	0.79	6.40	-	-
	100	48.78	22.20	26.58	23.93	1.79	25.50	-	-
Illinois Iowa Power Co.	100	74.98	65.18	9.80	15.00	2.27	7.75	-	-
	100	52.72	37.16	15.56	12.65	2.45	32.18	-	-
Ill. Northern Utilities Co.	100	54.25	54.02	0.23	9.45	6.13	30.17	-	-
	100	12.55	12.42	0.13	2.77	3.82	80.86	-	-
Iowa-Illinois Gas & Elec. Co.	100	47.66	36.44	11.22	10.26	29.02	13.06	-	-
	100	22.94	14.28	8.66	5.33	35.73	36.00	-	-
North Shore Gas Company	100	80.04	57.71	22.33	14.30	5.52	-	0.14	-
	100	76.00	40.77	35.23	15.92	7.93	-	0.15	-
The Peoples Gas Lt. & Coke Co.	100	61.95	51.38	10.57	14.90	12.75	10.24	0.07	0.09
	100	29.15	20.49	8.66	11.32	14.14	45.24	0.08	0.07

Table 16. (Continued)
PERCENTAGE RELATIONSHIP OF REVENUE AND THERMS IN EACH CLASS OF CONSUMER SALES
TO TOTAL SALES TO ULTIMATE CONSUMERS
1942

	Total Sales to Ultimate Consumers	Total Residential Sales	Residential Ex. of Space Heating	Residential Space Heating	Total Commercial Sales	Industrial Non-Inter- ruptible Sales	Industrial Interruptible Sales	Public St. & Highway Lighting	Other Sales to Public Authorities
Public Ser. Co. of No. Ill.	-Revenue	64.15	36.03	28.12	7.29	4.81	23.67	0.01	0.07
	-Therms	28.11	10.42	17.69	3.50	4.33	64.01	1/	0.05
Union Elec. Co. of Ill.	-Revenue	83.37	77.31	6.06	15.81	0.82	-	-	-
	-Therms	77.60	64.16	13.44	21.13	1.27	-	-	-
Union Gas & Elec. Co.	-Revenue	79.38	76.59	2.79	15.03	4.36	-	-	1.23
	-Therms	76.40	71.09	5.31	16.85	5.43	-	-	1.32
Western United Gas & Elec. Co.	-Revenue	82.31	57.95	24.36	8.28	7.65	1.70	-	0.06
	-Therms	61.07	31.66	29.41	7.00	18.55	13.30	-	0.08

1/ Less than one tenth of one percent.

Table 16.

PERCENTAGE RELATIONSHIP OF REVENUE AND THERMS IN EACH CLASS OF CONSUMER SALES
TO TOTAL SALES TO ULTIMATE CONSUMERS
1942

	Total Sales to Ultimate Consumers	Total Residential Sales	Residential Ex. of Space Heating	Residential Space Heating	Total Commercial Sales	Industrial Non-Inter- ruptible Sales	Industrial Interruptible Sales	Public St. & Highway Lighting	Other Sales to Public Authorities
TOTAL 12 COMPANIES	-Revenue 100% -Therms 100	65.20% 32.20	49.73% 19.16	15.47% 13.04	12.70% 8.98	10.03% 11.45	11.93% 47.25	0.05% 0.05	0.09% 0.07
TOTAL 12 COMPANIES, ex. of The Peoples Gas Lt. & Coke Co.	-Revenue 100 -Therms 100	69.18 36.10	47.71 17.46	21.47 18.64	10.01 6.01	6.69 8.00	14.02 49.82	0.01 0.01	0.09 0.06
Cent. Ill. Elec. & Gas Co.	-Revenue 100 -Therms 100	65.96 44.18	58.92 34.51	7.04 9.67	10.11 9.38	21.71 37.38	1.43 8.16	1/1 1/1	0.79 0.90
Cent. Illinois Light Co.	-Revenue 100 -Therms 100	66.43 34.15	42.02 13.77	24.41 20.38	10.54 5.83	2.64 2.21	20.39 57.81	- -	- -
Cent. Ill. Public Ser. Co.	-Revenue 100 -Therms 100	72.41 48.78	52.37 22.20	20.04 26.58	20.40 23.93	0.79 1.79	6.40 25.50	- -	- -
Illinois Iowa Power Co.	-Revenue 100 -Therms 100	74.98 52.72	65.18 37.16	9.80 15.56	15.00 12.65	2.27 2.45	7.75 32.18	- -	- -
Ill. Northern Utilities Co.	-Revenue 100 -Therms 100	54.25 12.55	54.02 12.42	0.23 0.13	9.45 2.77	6.13 3.82	30.17 80.86	- -	- -
Iowa-Illinois Gas & Elec. Co.	-Revenue 100 -Therms 100	47.66 22.94	36.44 14.28	11.22 8.66	10.26 5.33	29.02 35.73	13.06 36.00	- -	- -
North Shore Gas Company	-Revenue 100 -Therms 100	80.04 76.00	57.71 40.77	22.33 35.23	14.30 15.92	5.52 7.93	- -	0.14 0.15	- -
The Peoples Gas Lt. & Coke Co.	-Revenue 100 -Therms 100	61.95 29.15	51.38 20.49	10.57 8.66	14.90 11.32	12.75 14.14	10.24 45.24	0.07 0.08	0.09 0.07

Table 16. (Continued)
PERCENTAGE RELATIONSHIP OF REVENUE AND TERMS IN EACH CLASS OF CONSUMER SALES
TO TOTAL SALES TO ULTIMATE CONSUMERS
1942

	Total Sales to Ultimate Consumers	Total Residential Sales	Residential Ex. of Space Heating	Residential Space Heating	Total Commercial Sales	Industrial Non-Inter- ruptible Sales	Industrial Interruptible Sales	Public St. & Highway Lighting	Other Sales to Public Authorities
Public Ser. Co. of No. Ill.	100	64.15	36.03	28.12	7.29	4.81	23.67	0.01	0.07
	100	28.11	10.42	17.69	3.50	4.33	64.01	1/	0.05
Union Elec. Co. of Ill.	100	83.37	77.31	6.06	15.81	0.82	-	-	-
	100	77.60	64.16	13.44	21.13	1.27	-	-	-
Union Gas & Elec. Co.	100	79.38	76.59	2.79	15.03	4.36	-	-	1.23
	100	76.40	71.09	5.31	16.85	5.43	-	-	1.32
Western United Gas & Elec. Co.	100	82.31	57.95	24.36	8.28	7.65	1.70	-	0.06
	100	61.07	31.66	29.41	7.00	18.55	13.30	-	0.08

1/ Less than one tenth of one percent.

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Dwight H. Green, Governor

ILLINOIS ELECTRIC UTILITIES
A Comparative Study of 1943 Sales

Research Bulletin No. 39

John D. Biggs, Chairman

William Parrillo

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ILLINOIS COMMERCE COMMISSION
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ILLINOIS ELECTRIC UTILITIES

A Comparative Study of 1943 Sales

As Reported by the Eleven Largest
Electric Utilities Whose Sales to Ultimate
Consumers Account for Approximately 99% of the
Total for the State

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ILLINOIS COMMERCE COMMISSION
Rates and Research Section
Springfield, Illinois

March 6, 1944

Hon. John D. Biggs, Chairman
Illinois Commerce Commission
Springfield, Illinois

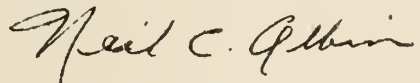
Dear Sir:

This study provides a timely analysis of electric sales in Illinois on a comparative basis for the years 1943 and 1942 and is supplemented by a series of long term trends together with information pertaining to the relative importance each class of consumer sales is to total sales to ultimate consumers. It continues a permanent and historical record began a number of years ago.

The statistical tables form the basic part of this study and the textual portion discusses some of the more noteworthy facts revealed by the tabulations.

It was prepared with the collaboration of Messrs. Finin and Moreland of the Research staff.

Yours very truly,



Neil C. Albin
Senior Statistician
RATES & RESEARCH SECTION

1. Scope of Study

This study presents a comparison of 1943 electric sales with those for the year 1942. It must be considered, however, that in few instances as hereinafter denoted, the concept of comparison has been slightly distorted. However such problems, although having some effect on individual classes of business, are more or less inconsequential. As in prior studies it includes the eleven largest electric utilities operating in the State under the jurisdiction of this Commission, and in scope covers practically the same ground.

The eleven companies referred to are as follows:

Central Illinois Electric & Gas Company,
Central Illinois Light Company,
Central Illinois Public Service Company,
Commonwealth Edison Company,
Illinois Northern Utilities Company,
Illinois Power Company,
Iowa-Illinois Gas & Electric Company,
Produce Terminal Corporation,
Public Service Company of Northern Illinois,
Union Electric Company of Illinois, and
Western United Gas & Electric Company.

These companies do approximately 99% of this State's total electric business and for that reason their power consumption figures are unquestionably representative of the State as a whole.

This study brings down to date a series of such studies began a number of years ago.^{1/} Past experience indicates that the earlier such information is completed and released after the close of the current year under review the more important it is, because it provides the Commission, its staff, the industry and other interested parties with a timely survey of electric sales in Illinois.

In this study and in all previous similar studies no attempt has been made to determine the reasonableness or unreasonableness of the data, but rather to discuss the results shown in a statistical manner and in certain instances to discuss the relationship of such results to the economic factors apparently responsible for their behavior during the period under review. This study continues that policy, and the textual material has been confined to a brief review of the more noteworthy facts as revealed by two or three of the principal classes of consumer sales.

^{1/} See Research Bulletins Nos. 4, 14, 18, 20, 24, 27, 30, 32, 34 and 37.

The long term trends in electric sales have been continued in this study and cover the period from 1929 to 1943, both inclusive. They are shown by Table 15 and graphically by Chart A on page 41.

In prior Research Bulletins Nos. 27, 30, 32 and 34 the relative importance of the various classes of consumer sales to total sales to ultimate consumers as a common denominator were discussed in the Appendix. In Research Bulletin No. 37 a similar statistical tabulation was continued, the discussion of which was confined to the text pertaining to several of the more important service classifications contained therein.

For the purpose of this study similar percentages of relationship for the current year 1943 have been continued, but for the first time they appear as part of the basic statistical Tables Nos. 1 to 8. Apparently such form provides a more practical pattern for indicating statistically the relative importance each class of business is to total sales to ultimate consumers than heretofore has been the practice in several previous Research Bulletins of this character. Total Operating Revenue, which has been shown heretofore on the principal basic statistical tables as a common denominator for the measurement of electric sales, has been discontinued for the purpose of this study because of its many deficiencies.

2. Sources of Information

The December 1943 monthly report filed by each of the eleven companies considered by this study provided the basic sales data for that year. Such data is preliminary and subject to audit adjustment which, from past experience, has been minor in character. The revenue, kilowatt-hour sales and average number of customers for the year 1942 considered by this study is that shown by the Annual Reports filed with the Commission for that year, except in a few instances where the 1942 Annual Report sales data for certain companies was changed to that shown by the preliminary December 1943 monthly report because of reclassifying their 1942 sales data to insure comparability. The 1942 sales data as shown by the statistical tables hereinafter, have been footnoted to indicate such adjustments since publication of Research Bulletin No. 37, "A Com-

parative Study of 1942 Sales".

The aggregate sales data reflecting the long term trends in Residential Sales, Other Sales^{2/} and Total Sales to Ultimate Consumers as shown by Table 15 and Chart A on pages 40 and 41 were obtained from the annual reports filed with the Commission by the eleven large electric utilities, with the exception of the data for the year 1943, which source of information was the preliminary December 1943 monthly operating reports of the same companies.

3. Accounting Considerations

For the purpose of this study, Interdepartmental Sales^{3/} (Account 607) have not been considered as Sales to Ultimate Consumers.

Prior to January 1, 1943, Produce Terminal Corporation reported sales of energy to only two classes of business, viz; Large Power and Light Sales (Account 602a) and Small Power and Light Sales (Account 602b). Since that time the company has revised its revenue accounting to follow more closely the Commission's Uniform System of Accounts in reporting sales of electric energy. The sales to certain customers which previous to January 1, 1943, had been credited to Large or Small Power and Light Sales as the case may have been, are now credited to Sales to Public Authorities (Account 604) or Other Sales (Account 608). In like manner the sales data for the previous year were also reclassified. The Produce Terminal Corporation and Iowa-Illinois Gas and Electric Company were the only two companies to report Other Sales (Account 608). Inasmuch as these latter sales are very small in their relationship to Total Sales to Ultimate Consumers, they were included with those two companies' Small Power and Light Sales (see Table 5, page 30, footnotes ^{2/} and ^{3/}).

The Commission on August 1, 1942, approved Rates 112 and 113 "Governmental Electric Service", of the Public Service Company of Northern Illinois which became available to certain customers that heretofore in most instances had been previously served under rates

^{2/} Other Sales was derived by deducting Residential Sales from Total Sales to Ultimate Consumers. Other Sales include Rural, Commercial and Industrial, Public Street and Highway Lighting, Sales to Public Authorities, Railroads and Railways and Other.

^{3/} See Table 11, page 36.

reported as Small Power and Light Sales (Account 602b) with the result that such customers were transferred from that classification to Other Sales to Public Authorities (Account 604). This shift from one classification to another apparently involved quite a large number of customers, consequently for this reason the sales data for the Public Service Company of Northern Illinois and the aggregate totals relating to these aforementioned classifications for the year 1942 were not comparable to similar data for the year 1941.^{4/} Obviously for the same reason, the sales data regarding these two classifications, both for the Public Service Company of Northern Illinois and the aggregate totals are also not strictly comparable for the purpose of this study.^{5/}

In May 1943, Western United Gas and Electric Company reclassified 572 customers receiving service under Rate R from Account 600, Residential or Domestic Sales, to Account 601, Rural Sales. This reclassification was made retroactive to January 1, 1943, but the annual sales data for the corresponding year 1942 was not reclassified to insure comparison because of the large number of customers affected and the amount of work involved during a period of personnel shortage because of the war. In consequence thereof the rates of change, both for the Western United Gas and Electric Company and the aggregate totals as shown by Table 3, pages 27 and 28 are somewhat distorted.

Although the Central Illinois Public Service Company was permitted to extend bi-monthly billing early in 1943 to approximately 336 communities involving some 100,000 residential and rural customers, their method of reporting sales data to the Commission for the period under review was apparently not distorted from a comparative point of view.

On September 16, 1943, the Central Illinois Electric and Gas Company was also authorized by the Commission to place in effect bi-monthly billing applicable principally to residential and rural electric customers and to a few outlying small commercial customers. This change in the method of billing customers receiving service under these classifications or accounts has resulted in the company

^{4/} See Research Bulletin No. 37, Table 7, page 33, footnote 3/.

^{5/} See Tables 5 and 7, footnotes 4/ and 2/, respectively.

reporting sales data to the Commission for the period under review that presumably is not comparable to that of previous years and no doubt understated. 6/

It has been the aim of this study to present a statistical series of long term trends in electric sales that would be reasonably satisfactory despite a change in Uniform System of Accounts effective January 1, 1933, reclassification of basic sales data, mergers, consolidations, bi-monthly billing, etc. On the whole, however, where it was not possible to make adjustments to eliminate certain of these unsatisfactory conditions, they were not of such magnitude that would prove particularly disturbing to the trends.

The long term trends pertaining to Total Sales to Ultimate Consumers and Other Sales appear quite satisfactory. Residential Sales as shown are, perhaps, somewhat less satisfactory, because the change in classification of accounts on January 1, 1933, principally affected operating revenue accounts by crediting forfeited discounts to miscellaneous operating revenue instead of the accounts pertaining to the sales of electricity. Although this fact was not particularly disturbing it did have a slight effect on the long term trends, especially Residential Sales. Reclassification or the change to bi-monthly billing of Residential Sales by one or two companies has naturally had some effect on the long term trends, but here again it is not likely that such action has seriously distorted the major trends. The customer count is the least satisfactory of all long term trends presented, although in recent years there has been considerable improvement in the method of counting customers.

In the case of all mergers and consolidations, data have been adjusted to include sales of predecessors whose identities have been merged with certain of the eleven major companies, thereby presenting data applicable to a comparable group of business units.

6/ See Tables 2 and 3, pages 25 and 27, footnote 2/.

ELECTRIC SALES BY CLASSES OF SERVICE

1. COMPARATIVE CONSOLIDATED SUMMARY, Table 1, pages 23 and 24.

The data shown by this table summarizes the aggregate sales of the eleven companies considered by this study according to classes of energy sold and other electrical and miscellaneous revenue. In addition the average revenue per kilowatt-hour is shown together with the percentage relationship each classification of revenue is to the total sales to ultimate consumers and to total operating revenue.

The significant facts revealed by this table are discussed in detail for the more important revenue accounts that follow, including a discussion of total sales to ultimate consumers and total electric operating revenue.

2. TOTAL ELECTRIC OPERATING REVENUE, Table 14, page 39.

The aggregate revenue of the eleven companies from electric operations in Illinois exceeded \$237,500,000 in 1943, a rise of 5.6% over \$225,000,000 for 1942. This percentage of increase is slightly more than the 5.4% gain made in 1942 over 1941. The 1942-1943 increases for the eleven companies considered individually ranged from 3.2% to 21.9%. Six companies recorded gains of over 5.0% while the five companies had increases of 4.9% or less. The rate of gain is affected primarily by such circumstances as the level of rates in effect, rate reductions and the relative importance of (1) industrial loads and (2) sales to other electric utilities. Some of these factors are mentioned below in detail in connection with the discussion of the more important individual classes of revenue but for information pertaining to the other classes, references can be made to the statistical tables.

3. TOTAL SALES TO ULTIMATE CONSUMERS

(a) Comparative Sales, 1943-1942, Table 9, page 34.

The total number of ultimate consumers of electricity in Illinois in 1943 amounted to 2,032,920, a slight gain of 0.1% over the 1942 total of 2,031,402 and establishes an all-time high despite a 5.0% decrease in the average number of commercial customers during the same period of comparison. Revenue from sales to ultimate consumers advanced 5.3%, or from approximately \$198,000,000 in

1942 to \$208,700,000 in 1943, while kilowatt-hour sales which totalled 10,148 million in 1942 rose 13.4% to a total of 11,512 million in 1943.

These above figures are unquestionably the best measure of the market for electricity in Illinois that can be obtained. They apparently indicate, among other things, that Illinois electric utilities under the jurisdiction of this Commission have demonstrated their ability to meet the demands for energy placed upon them because of increased industrial activity in the production of materials and supplies necessary to win the war. Although all of this was accomplished without curtailing the energy required for residential purposes or other uses not directly essential to the war effort, it must be remembered that commercial or small power and light sales decreased both in revenue and kilowatt-hours during this same period of comparison.

When the Commonwealth Edison Company sales are excluded from the totals for the eleven companies, the changes percentage-wise are greater. Revenues from ultimate consumer sales in 1943 amounted to \$105,251,000, or 7.1% more than the 1942 total of \$98,308,000, while kilowatt-hour sales during the same period rose 15.8% or from 4,914 million to 5,692 million. The average number of customers increased by only 0.3%.

In 1943 Commonwealth Edison Company's average number of customers totalled 971,629 and in 1942, 973,075, a loss of 0.1%. This company's revenue from ultimate consumer sales in 1943 was in excess of \$100,000,000, to be exact \$103,396,697, which is an increase of 3.5% over the \$99,896,366 in 1942. These percentages of gain in revenue and kilowatt-hour sales during this period of comparison were greater than the 2.0% and 5.2% increases, respectively, recorded for the 1942-1941 period of comparison. Although such behavior is true with respect to revenue and kilowatt-hour sales of the Commonwealth Edison Company it does not hold true in every instance for each of the remaining companies. For example, several of the remaining companies considered by this study reported percentages of increase both in revenue and kilowatt-hour sales that were less than those reported during the 1942-1941 period, while one or two other companies reported that either the percentage of increase for revenue or kilowatt-hour sales were less.

Recently one or two companies have not reported their basic sales data on a strictly comparable basis with that for the previous year because of the work involved and the shortage of help due to the war. Fortunately, however, such changes have not been of sufficient magnitude to be particularly disturbing. For example, the Central Illinois Electric and Gas Company placed in effect bi-monthly billing on September 16, 1943. The effect of such a change in billing methods apparently distorted the percentages of change during the 1943-1942 period of comparison, hence they do not represent the absolute growth of this company's sales for the period under review. During the 1942-1941 period of comparison this company's revenue and kilowatt-hour sales to ultimate consumers increased 8.3% and 15.3%, respectively, whereas during the 1943-1942 period under review the percentages of change were over 50.0% less. This perhaps indicates that the company's method of reporting basic sales data on a bi-monthly basis has to a certain degree destroyed strict comparison with previous years when monthly billing was in effect. It is important and essential that every effort be made by each company to report to the Commission basic sales data for the current year that is comparable to that of the previous year.

Further analysis of total sales to ultimate consumers indicates that all of the eleven companies reported increases percentagewise in revenue and kilowatt-hour sales in 1943 over 1942. The largest increase in revenue was that of 11.6% for Union Electric Company of Illinois, the lowest being 3.4% for Central Illinois Electric and Gas Company, the latter no doubt being understated. Commonwealth Edison Company's gain of 3.5% in revenue was the next lowest. Kilowatt-hour sales by Public Service Company of Northern Illinois in 1943 were up 20.1% over 1942, which was the largest gain recorded by all companies; Central Illinois Electric and Gas Company showing the smallest gain of 6.3% during the same period, although this figure is also understated.

This study indicates that kilowatt-hours increased at a more rapid pace than revenue, which with few exceptions, has been the pattern for previous studies of this character and scope. It was principally because of this fact that revenue per kilowatt-hour

dropped from 1.95¢ in 1942 to 1.81¢ in 1943. Four of the eleven companies reported average revenue per kilowatt-hour in 1943 in excess of 2.0¢, Western United Gas and Electric Company's average of 2.86¢ being the highest while Union Electric Company of Illinois' average was slightly over 1.0¢.

The following table indicates some variation in the rate of decline for individual companies in average revenue per kilowatt-hour:

	Average Revenue Per Kilowatt-Hour from Total Sales to Ultimate Consumers			% Change 1943 over 1929
	1943	1942	1929	
Total 11 Companies:	1.81¢	1.95¢	2.49¢	-27.3%
Total, Exclusive of Commonwealth Edison Co.	1.85	2.00	3.21	-42.4
Cent. Ill. Elec. & Gas Co.	2.15	2.22	3.46	-37.9
Central Illinois Light Co.	1.54	1.61	2.41	-36.1
Cent. Ill. Pub. Ser. Co.	2.48	2.76	3.96	-37.4
Commonwealth Edison Co.	1.78	1.91	2.12	-16.0
Ill. Northern Utilities Co.	1.75	1.80	5.15	-66.0
Illinois Power Company	2.06	2.22	3.51	-41.3
Iowa-Illinois Gas & Elec. Co.	1.83	1.95	2.89	-36.7
Produce Terminal Corporation	1.43	1.44	1.60	-10.6
Pub. Ser. Co. of No. Ill.	1.80	2.00	3.28	-45.1
Union Elec. Co. of Illinois	1.06	1.14	1.62	-34.6
Western United Gas & Elec. Co.	2.86	3.08	4.52	-36.7

(b) Long Term Trends, 1929-1943, Table 15, page 40.

During the past 15 years kilowatt-hour sales to ultimate consumers has more than doubled, rising from 5,837 million kilowatt-hours in 1929 to a new high of 11,512 million in 1943. The revenue from these sales exceeded \$200,000,000 reaching a total of approximately \$209,000,000 which is 43.2% more than the \$146,000,000 shown for the so-called boom year of 1929. Chart A, page 41, denotes that from 1930 to 1933 a decline both in revenue and kilowatt-hours was recorded, and that the rate of decline was somewhat sharper for the kilowatt-hour trend than the corresponding decrease in revenue. From 1933 to 1937 the trend was reversed and the increases percentagewise in physical volume of sales were considerably greater than the gains in revenue.

The year 1938 saw a decline in industrial activity in the State and kilowatt-hour sales decreased sharply, but not in such quantities to make any appreciable change in the revenue, which remained at practically the same level (\$157,000,000) as for 1937. Beginning with 1939, particularly the last six months of the year,

the upward growth in kilowatt-hour sales has been phenomenal and, as in the years prior to 1938, kilowatt-hour sales have shown a greater increase than the corresponding revenues.

There were approximately 1,776,000 customers in 1929 which by 1943 had increased to 2,033,000 or 14.5%. The trend in customer count has not fluctuated to any great extent, except that period from 1931 to 1933, inclusive, when there was a gradual decline. Since 1933 the trend has been upward until the last two or three years when the percentages of gain have gradually narrowed. Although this trend is perhaps the least satisfactory of all because of the changes made by certain companies in their method of counting customers during the 15-year period, in recent years a decided improvement has been made and customers of practically all companies are counted on a bills rendered basis or on a basis that closely parallels that method.

As stated heretofore in the introductory portion of this study, Total Sales to Ultimate Consumers, Table 9, page 34, provides the basic data for showing computations of the percentage of relationship of each class of consumer sales to total sales to ultimate consumers. This practice has been continued for the purpose of this study and was done to overcome deficiencies of total electric operating revenue as a common denominator for measuring the relative importance of consumer sales, which is heavily weighted by sales to other electric utilities for resale. Total Sales to Ultimate Consumers does not include sales to other electric utilities for resale, nor Interdepartmental Sales, consequently a comparison of any class of consumer sales to total sales to ultimate consumers must result in a more accurate ratio of the relative importance of each class of business.

The statistical method for the purpose of presenting such ratios has been changed from the method used in prior reports and some of these ratios are reviewed with the textual material relating to the more important classes of business discussed by this study.

4. RESIDENTIAL SALES

(a) Comparative Sales, 1943-1942, Table 2, pages 25 and 26.

Generally residential revenue prior to 1942 provided the principal source of income, but since that time it has occupied second place yielding first position to revenue obtained from sales to large power and light customers. Whether this situation will hold true for the duration or whether it will continue after the duration is somewhat problematical. It is significant to point out that residential revenue and kilowatt-hour sales during recent years has shown a tendency to decline in importance, the opposite being true of large power and light sales (industrial), especially since the war.

Residential Sales in 1943 continued to rise but at a reduced rate from that experienced in 1942. Revenue from the combined residential sales of these companies totalled \$66,040,042 in 1943 or 2.5% more than the total of \$64,454,360 for 1942. Kilowatt-hour sales rose 3.9% to a total of 1,737,475,797 as compared with 1,671,963,081 during the preceding year. As may be noted by reference to Table 2, these percentages of increase are somewhat greater for the total operations of the ten companies other than Commonwealth Edison Company. In other words, the rate of growth was slightly less favorable for Commonwealth Edison Company than for the remaining companies considered as a whole.

During this period of comparison all individual companies registered an increase in residential revenue and kilowatt-hour sales. In addition, with the exception of Central Illinois Public Service Company, each of the other companies reported slight increases in the average number of residential customers, the totals of which rose from 1,705,314 in 1942 to 1,717,555 in 1943, or 0.7%. Western United Gas and Electric Company reported the highest gains in revenue and kilowatt-hour sales, viz; 5.8% and 8.4%, respectively, whereas Central Illinois Electric and Gas Company reported the lowest gains which perhaps are understated. ^{7/}

In 1943 average revenue per kilowatt-hour for all companies amounted to 3.80¢ as compared with 3.86¢ in 1942. Excluding Commonwealth Edison Company from the totals the average is 3.90¢

^{7/} See pages 6 and 7 for explanatory details.

in 1943 and 3.96¢ in 1942, which indicates the weight of Commonwealth Edison Company's data in these totals. All companies reported decreases in average revenue per kilowatt-hour in 1943 when compared to 1942, ranging from a low of 2.99¢ for Central Illinois Light Company, to a high of 4.84¢ for Central Illinois Public Service Company, which represents a spread of 1.85¢ per kilowatt-hour. The Central Illinois Public Service Company and the Western United Gas and Electric Company are the only two companies to report an average in excess of 4.0¢ per kilowatt-hour. The Central Illinois Light Company's average of 2.99¢ per kilowatt-hour is 21.3% below the average for all companies, and 23.3% below the average of all companies, exclusive of the Commonwealth Edison Company.

In 1943 the average annual use per kilowatt-hour exceeded the 1,000 mark by 12 kilowatt-hours for the first time and when Commonwealth Edison Company's figures are excluded from the totals the average was 1,051 kilowatt-hours. In both instances the figures indicated represent an increase over similar amounts recorded for the previous year. The individual companies show considerable variation as regards the average usage by residential customers. Seven companies reported annual averages of over 1,000 kilowatt-hours or more and the range from high to low was 1,236 kilowatt-hours for the Central Illinois Light Company to 766 kilowatt-hours for the Central Illinois Public Service Company. Each individual company reported in 1943 an increase in average annual usage per customer over the year 1942.

(b) Long Term Trends, 1929-1943, Table 15, page 40.

With the exception of the years 1932 and 1933, the trend in the sales of electrical energy during the past fifteen years to residential customers has been steadily upward. The year 1943 was no exception, although the percentages of increase were somewhat less than during the 1942-1941 period of comparison. ^{8/}

Since 1929 revenue from residential sales grew from \$45 million to \$66 million in 1943, an increase of 46.7%. The number of kilowatt-hours during the same period rose from 780 million to 1,737 million, a gain of 122.7%. The expansion in physical volume

^{8/} See Chart A, page 41.

of sales since 1929 has been two and six-tenths times as fast as the expansion in revenue, but since 1937, when the rate of expansion was three and two-tenths times as fast, there has been a slight decline in the ratio between the dollar and physical volume of sales. In 1943 kilowatt-hour sales expanded only one and six-tenths times as fast as revenue.

A comparison of the average revenue per kilowatt-hour by individual companies for the years 1929 and 1943 is presented in the following summary:

Average Revenue Per Kilowatt-Hour
from
Residential Sales

	<u>1943</u>	<u>1929</u>	<u>% Change from 1929</u>
Total 11 Companies	3.80¢	5.83¢	-34.8%
Total, Exclusive of Commonwealth Edison	3.90	7.65	-48.9
Cent. Ill. Elec. & Gas Co.	3.69	6.25	-41.0
Central Illinois Light Co.	2.99	5.92	-49.5
Cent. Ill. Pub. Ser. Co.	4.84	7.36	-38.4
Commonwealth Edison Company	3.69	4.73	-22.0
Illinois Northern Utilities Co.	3.83	3.28	-53.7
Illinois Power Company	3.87	8.60	-55.0
Iowa-Illinois Gas & Electric Co.	3.32	7.90	-58.0
Produce Terminal Corporation *	-	-	0.0
Pub. Ser. Co. of No. Illinois	3.95	7.73	-48.9
Union Electric Co. of Illinois	3.08	5.32	-42.1
Western United Gas & Elec. Co.	4.34	8.06	-46.2

* This company reports no residential sales.

While the preceding table reveals a marked decline in average revenue per kilowatt for each individual company, it must not be assumed the companies received less revenue from this class of business, as the increased use per customer more than off set the decline in average unit revenue. Three companies revealed decreases in revenue per kilowatt-hour of more than 50.0% in 1943 over 1929. With the exception of Commonwealth Edison Company, which recorded a decrease of 22.0%, the decreases of the other six companies ranged from 38.4% to 49.5%. However, it should be borne in mind that Commonwealth Edison Company was considerably below the average of the other companies for the year 1929.

The average revenue per kilowatt-hour for all eleven companies decreased from 5.83¢ in 1929 to 3.80¢ in 1943 and when Commonwealth Edison Company's residential sales are excluded from

the totals for all companies, the average revenue per kilowatt-hour during the same period of comparison decreased from 7.63¢ to 3.90¢.

The following table presents 1929 and 1943 data relating to average annual revenue per customer for each of the ten companies reporting residential service, where it will be noted that the average revenue per customer in 1943 was \$38.45 compared with \$30.85 in 1929, an increase of 24.6%. Union Electric Company of Illinois' average annual revenue per customer rose from \$22.82 in 1929 to \$34.18 in 1943, a gain of 49.8%, which represents the largest increase recorded by all companies, whereas Iowa-Illinois Gas and Electric Company's gain of only 2.7% during the same period was the lowest. Six of the remaining companies reported increases of over 20.0% in their average annual revenue per customer, with one company of the six reporting a 32.9% increase when its average revenue per customer rose from \$29.52 to \$39.23. One company reported an increase of 14.5% and another 15.5%. The Public Service Company of Northern Illinois' average revenue per customer of \$38.17 was the highest for all companies in 1929, but this distinction in 1943 was the \$44.55 revealed by Western United Gas and Electric Company.

Average Annual Revenue Per Customer
from
Residential Sales

	<u>1943</u>	<u>1929</u>	<u>% Change from 1929</u>
Total 11 Companies	\$38.45	\$30.85	24.6%
Total, Exclusive of Commonwealth Edison Co.	41.01	33.15	23.7
Cent. Ill. Elec. & Gas Co.	36.23	31.63	14.5
Central Illinois Light Co.	37.01	30.30	22.1
Cent. Ill. Pub. Ser. Co.	37.08	30.22	22.7
Commonwealth Edison Company	35.89	28.87	24.3
Illinois Northern Utilities Co.	41.32	35.77	15.5
Illinois Power Company	39.23	29.52	32.9
Iowa-Illinois Gas & Elec. Co.	34.15	33.26	2.7
Produce Terminal Corporation*	-	-	0.0
Pub. Ser. Co. of No. Illinois	46.21	38.17	21.1
Union Electric Co. of Illinois	34.18	22.82	49.8
Western United Gas & Elec. Co.	44.55	35.23	26.5

* This company reports no residential sales.

Residential usage per customer in Illinois increased from 529 kilowatt-hours in 1929 to the all time high of 1,012 kilowatt-hours in 1943, or 91.3%. Individual company results of the change

in residential usages since 1929 are summarized as follows:

Average Annual Consumption Per Customer from Residential Sales			
	<u>1943</u>	<u>1929</u>	<u>% Change from 1929</u>
Total 11 Companies	1,012	529	91.3%
Total, Exclusive of Commonwealth Edison Co.	1,051	435	141.6
Cent. Ill. Elec. & Gas Co.	981	506	93.9
Central Illinois Light Co.	1,236	512	141.4
Cent. Ill. Pub. Ser. Company	766	384	99.5
Commonwealth Edison Company	972	611	59.1
Illinois Northern Utilities Co.	1,079	432	149.8
Illinois Power Company	1,013	343	195.3
Iowa-Illinois Gas & Elec. Co.	1,030	421	144.7
Produce Terminal Corporation*	-	-	0.0
Pub. Ser. Co. of No. Illinois	1,169	494	136.6
Union Electric Co. of Illinois	1,109	429	158.5
Western United Gas & Elec. Co.	1,027	437	135.0

* This company reports no residential sales.

The highest average annual consumption per residential customer both in 1929 and 1943 was reported by the Central Illinois Light Company of 512 and 1,236 kilowatt-hours, respectively, a gain of 141.4%. However, Illinois Power Company's increase of 195.3% in average annual usage, or from 343 to 1,013 kilowatt-hours, was the largest gain recorded by any company during the same period of comparison. Commonwealth Edison Company's gain of 59.1% was lowest and when this company is excluded the results indicate an increase of 141.6% in the average for all remaining companies.

(c) Percentage Relationship to Total Sales to Ultimate Consumers.

The significance of total sales to ultimate consumers as a more logical and informative common denominator for measuring the importance of different classes of electric sales is illustrated by the fact that in 1943 residential revenue accounted for 31.6% of total revenue received from sales to ultimate consumers, whereas in relationship to total operating revenue it was 27.8%, the latter percentage reflecting the weight of revenue received from sales to other electric corporations for resale. The aggregate residential kilowatt-hour sales in 1943 for all companies accounted for 15.1% of the total kilowatt-hours sold. When Commonwealth Edison Company sales are eliminated from the totals, the percentage relationship for revenue and kilowatt-hours to total sales to ultimate consumers was

33.4% and 15.9%, respectively. In 1943 one company's revenue and kilowatt-hours accounted for 42.6% and 28.1%, respectively, of the total, whereas during the same year another company's ratios were 19.1% and 6.6%, respectively. All companies fell within these ranges.

Since 1938 there has been a decline in the percentages of relationship in residential revenue and kilowatt-hour sales as shown by the following table.

Percentage Relationship Residential
Revenue and Kilowatt-Hour Sales
To
Total Sales to Ultimate Consumers

	REVENUE		KILOWATT-HOURS	
	1943	1938	1943	1938
Total 11 Companies	31.6%	35.0%	15.1%	19.5%
Total, Exclusive of Commonwealth Edison Co.	33.4	37.7	15.9	21.5
Cent. Ill. Elec. & Gas Co.	33.6	39.2	19.5	27.9
Central Illinois Light Co.	29.8	31.9	15.3	16.9
Cent. Ill. Pub. Ser. Co.	34.0	37.9	17.4	23.8
Commonwealth Edison Company	29.8	32.8	14.3	18.2
Ill. Northern Utilities Co.	27.5	31.2	12.6	17.4
Illinois Power Company	35.4	37.8	18.9	24.1
Iowa-Illinois Gas & Elec. Co.	26.4	31.7	14.6	19.0
Produce Terminal Corporation*	-	-	-	-
Pub. Ser. Co. of No. Illinois	37.0	42.0	16.9	24.1
Union Elec. Co. of Illinois	19.1	27.2	6.6	11.0
Western United Gas & Elec. Co.	42.6	43.3	28.1	32.0

* This company reports no residential sales.

5. LARGE POWER AND LIGHT SALES

(a) Comparative Sales, 1943-1942, Table 4, page 29.

The levels in 1943 for industrial sales, that is, Large Power and Light Sales, reached an all time peak when revenue increased 14.9% over 1942 to \$76,477,000, a sum of 15.3% more than the aggregate residential revenue of these companies. Industrial kilowatt-hour sales were up 21.9% to a total of 6,840 million in 1943, which is 3.9 times the total residential kilowatt-hours sold for the same year. Hence, for the second consecutive year large power and light sales have accounted for over one-third of the revenue and from approximately 56.0% to 60.0% of the total physical volume of sales to ultimate consumers and for these reasons were first in importance. The total revenue from this class of business in 1943 accounted for 32.2% of the total electric operating revenue which is also larger than the 27.8% shown for residential sales.

For the ten companies other than Commonwealth Edison Company, industrial sales reflected larger gains in 1943, namely; 20.1% in revenue and 24.7% in kilowatt-hours. All companies made substantial gains in their revenue and kilowatt-hour sales, revenue ranging from a high of 25.1% to a low of 4.4%, while the range in kilowatt-hour sales was from 33.6% to 5.3%.

Although it is true that the percentage of increase in total kilowatt-hours sold for all eleven companies in 1942 over 1941 was less than in 1941-1940,^{9/} despite the fact that war production was pretty well established in 1942, this situation was entirely reversed during the 1943-1942 period when the increase in kilowatt-hours sold of 21.9% was considerably greater than the 15.2% increase recorded during the 1942-1941 period. However, elimination of Commonwealth Edison Company's kilowatt-hour sales from the aggregate totals reveals that for the same periods of comparison (1943-1942 and 1942-1941) the percentages of increase were practically the same, namely; 24.7% and 24.2%, respectively. These over all results are certainly not sufficient to determine exactly the effect war production has had on total sales of energy, but from the information at hand it can be apparently said that up to the present time it has not been particularly disturbing. How much longer such a condition can continue is somewhat problematical and depends upon future demands necessary to win the war.

The differential in the relative importance of ratios between revenue and kilowatt-hours is accounted for by the fact that this class of business returns a comparatively low amount of revenue per kilowatt-hour. In 1943 the average revenue per kilowatt-hour was 1.12¢, a slight decrease over the 1942 average of 1.19¢. In 1943 the average revenue ranged from 1.62¢ to 0.76¢, all companies falling within these limits. The averages for each company with the exception of two, showed a decrease over those recorded in 1942.

(b) Percentage Relationship to Total Sales to Ultimate Consumers.

Prior to 1943 Produce Terminal Corporation reported only two classes of service, namely; large and small power and light. In 1943 the company reclassified its revenue accounts, consequently the percentages shown in the table following for the current year are not comparable to those shown for 1937. In addition it must be consid-

^{9/} See Research Bulletin No. 37, page 17.

cred that this company at no time has ever reported residential sales.

Although Western United Gas and Electric Company's large power and light sales are proportionately less in weight when compared to those of other companies, it is significant to note that by 1943 their ratios for revenue increased from 8.5% in 1938 to 27.7% in 1943, while kilowatt-hours during the same period increased from 19.3% to 48.9%. This company's ratio of 27.7% in 1943 for revenue received from large power and light sales is still considerably less than the 42.6% for revenue received from residential sales for the same year. In like manner the latter fact is also true with respect to four other companies, namely; Central Illinois Electric and Gas Company, Central Illinois Public Service Company, Illinois Power Company and Public Service Company of Northern Illinois, but to a much less pronounced degree of variation. The ratios for 1943 relative to revenue for the remaining companies in this category exceeded similar ratios established for residential service during the same year. Consequently the expansion in large power and light sales for these remaining companies follows the same pattern as that for the total of all companies when revenue in 1938 rose from a ratio of 29.5% in relative importance to 36.7% in 1943. During the same period kilowatt-hour sales increased from 47.0% to 59.4% resulting in this class of business occupying the position of first in importance from both a revenue and physical volume of sales viewpoint.

Revenue from this source in 1943 ranged from 87.6% of the total for Produce Terminal Corporation to 27.7% in the case of Western United Gas and Electric Company. The remaining companies fell somewhere within this range although only one had a ratio of 62.3% while five others show ratios of over 30.0%. Kilowatt-hour sales ranged from 91.4% to 46.9%. In 1943, the eleven companies' total revenue and kilowatt-hours from this class of business amounted to 36.7% and 59.4%, respectively, of their aggregate sales to ultimate consumers.

The following table presents a summary showing a comparison of the percentages of relationship of revenue and kilowatts to total sales to ultimate consumers for the years 1943 and 1938.

Percentage Relationship Large Power & Light Sales
To
Total Sales to Ultimate Consumers

	REVENUE		KILOWATT-HOURS	
	1943	1933	1943	1933
Total 11 Companies	36.7%	29.5%	59.4%	47.0%
Total, Exclusive of Commonwealth Edison Co.	34.7	25.4	62.9	48.6
Central Illinois Elec. & Gas Co.	27.7	22.7	50.7	39.1
Central Illinois Light Co.	42.6	36.3	68.2	61.2
Cent. Illinois Pub. Ser. Co.	29.5	30.9	55.9	51.8
Commonwealth Edison Company	38.7	32.9	56.0	45.9
Illinois Northern Utilities Co.	32.5	23.8	69.2	57.2
Illinois Power Company	29.1	19.7	54.3	33.0
Iowa-Ill. Gas & Elec. Co.	30.9	28.5	46.9	53.5
Produce Terminal Corporation	87.6*	89.5	91.4*	95.9
Pub. Ser. Co. of No. Ill.	33.9	21.4	62.1	40.8
Union Elec. Co. of Illinois	62.3	45.0	86.7	76.7
Western United Gas & Elec. Co.	27.7	8.5	48.9	19.3

* Reclassified, not strictly comparable.

(c) Long Term Trends, 1937-1943.

The summary following pertains to the eleven companies' total aggregate sales to large power and light customers from 1937 to 1943, both inclusive.

Large Power and Light Sales

	Revenue (Millions)	Kilowatt- hours (Billions)	Customers	Revenue Per Kilowatt-Hour
1937	\$47	3,580	6,571	1.31¢
1938	46	3,139	5,820	1.47
1939	49	3,609	5,912	1.36
1940	53	4,057	5,928	1.31
1941	59	4,853	6,092	1.33
1942	67	5,610	6,377	1.24
1943	76	6,840	6,532	1.19

With the exception of the year 1933 when there was a decline in industrial activity in the State, the weight for this class of business has been rapidly upward with kilowatt-hour sales showing a greater increase than the corresponding revenue.

6. OTHER CLASSES OF SALES

(a) Comparative Sales, 1943-1942, Tables 3, 5, 6, 7 and 8, pages 27, 30, 31, 32 and 33.

The textual part of this study has thus far considered only a discussion of the Residential or Domestic Sales, Large Power and Light Sales and Total Sales to Ultimate Consumers. However, detailed statistical tabulations are included herein for all

other classes of sales, which, in the aggregate, contribute a substantial share of the total sales to ultimate consumers as well as the total aggregate operating revenue of the companies under consideration. These classes of business together with those revenue accounts comprising other electric operating revenues, such as rent from electric property, forfeited discount and penalties, etc., are not discussed for the purpose of this study. It perhaps is appropriate to state, however, that most of them reported increases in their revenue and kilowatt-hour sales, excepting sales to small power and light and public street and highway lighting customers both of which decreased in 1943 as compared to the previous year.^{10/} The recession percentagewise in the aggregate basic sales data for these two latter classes of service is no doubt the result of war time conditions.

^{10/} See Tables 5 and 6, pages 30 and 31.

Table 1.*

ILLINOIS ELECTRIC UTILITIES**
SUMMARY OF ELECTRIC SALES BY CLASS OF SERVICE***

	REVENUE			KILOWATT-HOURS			AVERAGE NUMBER OF CUSTOMERS		
	1943	1942	% Change	1943	1942	% Change	1943	1942	% Change
Total Electric Operating Revenue	\$237,568,650	\$224,997,623	5.6%	:	:	:	:	:	:
Other Electric Revenues	3,539,292	3,666,964	-3.5	:	:	:	:	:	:
Total Sales of Electric Energy	234,029,358	221,330,659	5.7	:	17,092,514,327	15,127,644,905 ^{1/}	2,033,004	2,031,486	0.1%
Interdepartmental Sales	105,763	98,954	6.9	:	16,195,306	15,120,664	:	:	:
Sales to Other Electric Utilities	25,276,025	23,027,430	9.8	:	5,564,619,260	4,964,457,788	84	84	0.0
Total Sales to Ultimate Consumers	208,647,570	198,204,275	5.3	:	11,511,699,761	10,148,066,453 ^{1/}	2,032,920	2,031,402	0.1
Residential or Domestic Sales	66,040,042	64,454,360	2.5	:	1,737,475,797	1,671,963,081	1,717,555	1,705,314	0.7
Rural Sales	5,153,690	4,907,496	5.0	:	141,038,299	128,180,593	72,770	72,519	0.3
Large Power & Light Sales	76,476,670	66,531,376 ^{1/}	14.9	:	6,839,876,004	5,610,219,796 ^{1/}	6,532	6,377 ^{1/}	2.4
Small Power & Light Sales	45,005,835	47,304,731 ^{1/}	-4.9	:	1,256,539,473	1,310,512,502 ^{1/}	232,115	244,267 ^{1/}	-5.0
Pub. St. & Highway Lighting Sales	1,786,667	1,830,908	-2.4	:	56,839,315	58,211,132	1,040	1,035	0.5
Other Sales to Public Authorities	4,830,464	4,274,148 ^{1/}	13.0	:	370,955,859	344,017,984 ^{1/}	2,894	1,896 ^{1/}	54.3
Sales to Railroads and Railways	9,354,202	8,901,256	5.1	:	1,108,975,014	1,024,961,365	14	34	0.0

* See footnotes on supporting tables.

** Eleven large utilities. See page 3 for list.

*** Inter-company transactions have not been eliminated.

1/ Revised since publication of Research Bulletin No. 37.

Table 1.(Continued)*
ILLINOIS ELECTRIC UTILITIES**
SUMMARY OF ELECTRIC SALES BY CLASS OF SERVICE***

	REVENUE PER KWH		% TOTAL OPERATING REVENUE		% OF TOTAL SALES TO ULT. CONS.	
	1943		1943		REV	KWH
Total Electric Operating Revenue			100.00%		0.0%	0.0%
Other Electric Revenues			1.49		0.0	0.0
Total Sales of Electric Energy	1.37		98.51		0.0	0.0
Interdepartmental Sales	0.65		0.04		0.0	0.0
Sales to Other Electric Utilities	0.46		10.64		0.0	0.0
Total Sales to Ultimate Consumers	1.81		87.83		100.0	100.0
Residential or Domestic Sales	3.80		27.80		31.6	15.1
Rural Sales	3.65		2.17		2.4	1.2
Large Power & Light Sales	1.12		32.19		36.7	59.4
Small Power & Light Sales	3.58		18.94		21.6	10.9
Pub. St. & Highway Lighting Sales	3.14		0.76		0.9	0.5
Other Sales to Public Authorities	1.30		2.03		2.3	3.2
Sales to Railroads and Railways	0.24		3.94		4.5	9.7

* See footnotes on supporting tables.

** Eleven large utilities. See page 3 for list.

*** Inter-company transactions have not been eliminated.

Table 2.
ILLINOIS ELECTRIC UTILITIES
RESIDENTIAL OR DOMESTIC SALES

	REVENUE			KILOWATT-HOURS			AVERAGE NUMBER OF CUSTOMERS		
	1943	1942	% Change	1943	1942	% Change	1943	1942	% Change
TOTAL 11 COMPANIES ^{1/}	\$66,040,042	\$64,454,360	2.5%	1,737,475,797	1,671,963,081	3.9%	1,717,555	1,705,314	0.7%
TOTAL 11 COMPANIES, ex. of Commonwealth Edison Co. ^{1/}	35,202,127	34,001,719	3.5	902,374,020	858,688,463	5.1	858,366	850,008	1.0
Cent. Ill. Elec. & Gas Co.	1,493,767	1,489,209	0.3 ^{2/}	40,436,850	39,524,377	2.3 ^{2/}	41,225	40,785	1.1 ^{2/}
Cent. Ill. Light Company	2,326,373	2,272,936	2.4	77,691,531	75,073,131	3.5	62,853	62,756	0.2
Cent. Ill. Pub. Ser. Co.	5,018,378	4,909,374	2.2	103,634,348	100,269,309	3.4	135,333	135,716	-0.3
Commonwealth Edison Company	30,837,915	30,452,641	1.3	835,101,777	813,274,618	2.7	859,189	855,306	0.5
Illinois Northern Utilities Co.	1,668,568	1,599,111	4.3	43,574,066	40,718,261	7.0	40,385	40,247	0.3
Illinois Power Company	7,034,047	6,827,880	3.0	181,689,548	174,194,723	4.3	179,323	179,057	0.1
Iowa-Illinois Gas & Elec. Co.	838,788	806,895	4.0	25,296,163	24,047,796	5.2	24,563	23,710	3.6
Pub. Ser. Co. of No. Ill.	13,814,578	13,233,714	4.4	349,412,846	329,402,423	6.1	298,970	293,384	1.9
Union Elec. Co. of Illinois	1,204,958	1,158,932	4.0	39,095,224	37,120,502	5.3	35,254	34,763	1.4
Western United Gas & Elec. Co.	1,802,670	1,703,668	5.8	41,543,444	38,337,941	8.4	40,460	39,590	2.2

^{1/} Except that Produce Terminal Corporation, one of the eleven companies included in this study, reported no Residential Sales in either year.
^{2/} Not strictly comparable due to bi-monthly billing becoming effective September 16, 1943.

Table 2.(Continued)
ILLINOIS ELECTRIC UTILITIES
RESIDENTIAL OR DOMESTIC SALES

	REVENUE PER KWH		KWH PER CUSTOMER		REVENUE PER CUSTOMER		REV	% OF TOTAL SALES TO ULT.CONSUMERS 1943	KWH
	1943	1942	1943	1942	1943	1942			
TOTAL 11 COMPANIES ^{1/}	3.80¢	3.86¢	1,012	980	\$38.45	\$37.80	31.6%	15.1%	
TOTAL 11 COMPANIES, ex. of Commonwealth Edison Co. ^{1/}	3.90	3.96	1,051	1,010	41.01	40.90	33.4	15.9	
Cent. Ill. Elec. & Gas Co.	3.69	3.77	981	969	36.23	36.51	33.6	19.5	
Cent. Illinois Light Co.	2.99	3.03	1,236	1,196	37.01	36.22	29.8	15.3	
Cent. Ill. Pub. Ser. Co.	4.84	4.90	766	739	37.08	36.17	34.0	17.4	
Commonwealth Edison Company	3.69	3.74	972	951	35.89	35.60	29.8	14.3	
Ill. Northern Utilities Company	3.83	3.93	1,079	1,012	41.32	39.73	27.5	12.6	
Illinois Power Company	3.87	3.92	1,013	973	39.23	38.13	35.4	18.9	
Irwa-Illinois Gas & Elec. Co.	3.32	3.36	1,030	1,014	34.15	34.03	26.4	14.6	
Pub. Ser. Co. of No. Illinois	3.95	4.02	1,169	1,123	46.21	45.11	37.0	16.9	
Union Elec. Co. of Illinois	3.08	3.12	1,109	1,068	34.18	33.34	19.1	6.6	
Western United Gas & Elec. Co.	4.34	4.44	1,027	968	44.55	43.03	42.6	28.1	

^{1/} Except that Produce Terminal Corporation, one of the eleven companies included in this study, reported no Residential Sales in either year.

Table 3.

VERAGE

1/ Except that Commonwealth Edison Company and Produce Terminal Corporation, two of the eleven companies included in this study, reported no Rural Sales. in either year.

2/ Not strictly comparable due to bi-monthly billing becoming effective September 16, 1943.

3/ Not strictly comparable due to reclassification.

Table 3.(Continued)
ILLINOIS ELECTRIC UTILITIES
RURAL SALES

	REVENUE PER KWH		KWH PER CUSTOMER		REVENUE PER CUSTOMER		% OF TOTAL SALES TO ULT.CONSUMERS	
	1943	1942	1943	1942	1943	1942	REV	1943
								KWH
TOTAL 11 COMPANIES ^{1/}	3.65¢	3.83¢	1,938	1,768	\$70.82	\$67.67	2.4%	1.2%
Cent. Ill. Elec. & Gas Co.	4.37	4.73	1,569	1,440	68.63	68.07	5.0	2.4
Central Illinois Light Co.	2.67	2.83	2,247	2,005	59.93	56.76	4.4	2.5
Cent. Ill. Pub. Ser. Co.	4.50	4.66	1,523	1,452	68.56	67.67	4.0	2.2
Illinois Northern Utilities Co.	3.86	4.08	2,019	1,783	77.82	72.83	16.9	7.6
Illinois Power Company	4.38	4.54	1,768	1,641	77.36	74.41	5.1	2.4
Iowa-Illinois Gas & Elec. Co.	3.52	3.61	1,186	1,137	41.76	41.03	4.3	2.3
Pub. Ser. Co. of No. Illinois	3.24	3.39	2,228	2,017	72.28	68.44	3.8	2.1
Union Elec. Co. of Illinois	3.62	3.78	1,405	1,320	50.80	49.85	2.8	0.8
Western United Gas & Elec. Co.	2.92	3.11	3,125	2,620	91.21	81.53	5.0	4.9

^{1/} Except that Commonwealth Edison Company and Produce Terminal Corporation, two of the eleven companies included in this study, reported no Rural Sales in either year.

Table 4.

ILLINOIS ELECTRIC UTILITIES
LARGE POWER & LIGHT

	REVENUE			KILOWATT-HOURS			AVERAGE			REVENUE			% OF TOTAL	
	% Change			1942			1943			NUMBER OF CUSTOMERS			SALES TO ULT. CONS	
	1943	1942	%	1943	1942	%	1943	1942	%	1943	1942	%	1943	1942
TOTAL 11 COMPANIES	\$76,476,670	\$66,531,376	14.5%	6,839,876,004	5,610,219,796	21.9%	6,532	6,377	2.4%	1.12%	1.19%	36.7%	59.4%	
TOTAL 11 COMPANIES, ex. of Commonwealth Edison Co.	36,490,066	30,395,500	20.1%	3,579,402,229	2,873,404,547	24.7%	2,350	2,274	3.3%	1.02%	1.06%	34.7%	62.9%	
Cent. Ill. Elec. & Gas Co.	1,231,099	1,104,756	11.4%	104,945,517	95,849,315	9.5%	110	105	4.8%	1.17%	1.15%	27.7%	50.7%	
Cent. Illinois Light Co.	3,322,469	2,952,588	12.5%	346,001,882	300,605,611	15.1%	235	229	2.6%	0.96%	0.98%	42.6%	68.2%	
Cent. Ill. Pub. Ser. Co.	4,364,718	3,557,433	22.7%	332,572,495	248,979,703	33.6%	350	344	1.7%	1.31%	1.43%	29.5%	55.9%	
Commonwealth Edison Co.	39,986,604	36,135,876	10.7%	3,260,473,775	2,738,815,249	19.0%	4,182	4,103	1.9%	1.23%	1.32%	38.7%	56.0%	
Ill. Northern Util. Co.	1,967,455	1,772,639	11.0%	239,364,750	219,360,136	9.1%	216	221	-2.3%	0.82%	0.81%	32.5%	69.2%	
Illinois Power Company	5,771,466	4,669,850	23.6%	523,203,800	411,158,944	27.3%	256	229	11.8%	1.10%	1.14%	29.1%	54.3%	
Iowa-Illinois Gas & Elec. Co.	984,039	835,495	17.8%	81,291,394	68,455,626	18.8%	54	48	12.5%	1.21%	1.22%	30.9%	46.9%	
Produce Terminal Corporation	1,097,527	1,051,311	4.4%	80,134,290	76,102,046	5.3%	103	105	-1.9%	1.37%	1.38%	87.6%	91.4%	
Pub. Ser. Co. of No. Ill.	12,648,135	10,111,532	25.1%	1,284,108,735	961,915,641	33.5%	768	744	3.2%	0.98%	1.05%	33.9%	62.1%	
Union Elec. Co. of Ill.	3,932,941	3,317,605	18.5%	515,138,700	430,786,149	19.6%	83	75	10.7%	0.76%	0.77%	62.3%	86.7%	
Western United Gas & Elec. Co.	1,470,217	1,022,291	44.5%	72,340,666	58,191,376	24.3%	175	174	0.6%	1.62%	1.76%	27.7%	48.9%	

Table 5.
ILLINOIS ELECTRIC UTILITIES
SMALL POWER & LIGHT

	REVENUE			KILOWATT-HOURS			AVERAGE NUMBER OF CUSTOMERS			REVENUE PER KWH			% OF TOTAL SALES TO ULT. CONS 1943	
	1943	1942	Change %	1943	1942	Change %	1943	1942	Change %	1943	1942	REV		KWH
TOTAL 11 COMPANIES	\$45,005,835	\$47,304,731 ^{1/}	-4.9%	1,256,539,473	1,310,512,502 ^{1/}	-4.1%	232,115	244,267 ^{1/}	-5.0%	3.58¢	3.61¢ ^{1/}	21.6%	10.9%	
TOTAL 11 COMPANIES, ex. of Commonwealth Edison Co.	22,233,376	23,279,510 ^{1/}	-4.5	652,102,351	675,034,557 ^{1/}	-3.4	123,872	130,614 ^{1/}	-5.2	3.41	3.45 ^{1/}	21.1	11.4	
Cent. Ill. Elec. & Gas Co.	1,134,095	1,140,731	-0.6	34,981,899	34,025,534	2.8	5,436	5,652	3.8	3.24	3.35	25.5	16.9	
Cent. Ill. Light Company	1,611,476	1,667,444 ^{1/}	-3.4	64,673,834	66,182,244 ^{1/}	-2.3	8,666	9,082 ^{1/}	-4.6	2.49	2.52	20.6	12.7	
Cent. Ill. Pub. Ser. Co.	4,279,052	4,344,098 ^{1/}	-1.5	120,270,742	118,258,869 ^{1/}	1.7	28,882	30,152 ^{1/}	-4.2	3.56	3.67 ^{1/}	29.0	20.2	
Commonwealth Edison Co.	22,772,459	24,025,221	-5.2	604,437,122	635,477,945	-4.9	108,243	113,653	-4.8	3.77	3.78	22.0	10.4	
Ill. Northern Utilities Co.	1,156,132	1,207,568	-4.3	27,181,710	28,396,993	-4.3	7,849	8,179	-4.0	4.25	4.25	19.1	7.9	
Illinois Power Company	5,028,116	5,177,056	-2.9	162,572,457	166,816,720	-2.5	29,180	30,362	-3.9	3.09	3.10	25.4	16.9	
Iowa-Ill. Gas & Elec. Co. ^{2/}	832,275	876,636 ^{1/}	-5.1	28,092,193	30,240,175 ^{1/}	-7.1	4,958	5,155 ^{1/}	-3.8	2.96	2.90	26.2	16.2	
Produce Terminal Corporation ^{3/}	85,119	83,340 ^{1/}	2.1 ^{4/}	2,285,965	2,173,392 ^{1/}	5.2 ^{4/}	95	99 ^{1/}	-4.0 ^{4/}	3.72	3.83 ^{1/}	6.8	2.6	
Pub. Ser. Co. of No. Illinois	6,246,502	6,890,291	-9.3 ^{1/}	158,751,253	175,177,870	-9.4 ^{1/}	29,875	32,633	-8.5 ^{1/}	3.93	3.93	16.7	7.7	
Union Elec. Co. of Illinois	907,515	917,795	-1.1	30,596,454	30,841,829	-0.8	4,393	4,560	-3.7	2.97	2.98	14.4	5.2	
Western United Gas & Elec. Co.	953,094	974,551	-2.2	22,695,844	22,920,931	-1.0	4,538	4,740	-4.3	4.20	4.25	22.5	15.4	

^{1/} Revised since publication of Research Bulletin No. 37.

^{2/} Account 608, Other Sales, amounting to \$448 revenue and 14,676 kilowatt-hours for seven customers in 1943, and \$418 revenue and 17,295 kilowatt-hours for eight customers in 1942, has been included in Small Power and Light Sales for the purpose of this study. Only one other company reported this class of business.

^{3/} Account 608, Other Sales, amounting to \$4,108 revenue and 107,000 kilowatt-hours for two customers in 1943, and \$3,754 revenue and 99,000 kilowatt-hours for two customers in 1942, has been included in Small Power and Light Sales for the purpose of this study. Only one other company reported this class of business.

^{4/} Not strictly comparable due to certain customers being transferred from this classification to Other Sales to Public Authorities, effective August 1, 1942, (see Table 7, footnote 2/).

Table 6.

ILLINOIS ELECTRIC UTILITIES
PUBLIC STREET & HIGHWAY LIGHTING

	REVENUE			KILOWATT-HOURS			AVERAGE NUMBER OF CUSTOMERS			REVENUE PER KWH			% OF TOTAL SALES TO ULT.CO. 1943
	% Change			% Change			% Change			% Change			
	1943	1942		1943	1942		1943	1942		1943	1942		
TOTAL 11 COMPANIES ^{1/}	\$1,786,667	\$1,830,908	-2.4%	56,839,315	58,211,132	-2.4%	1,040	1,035	0.5%	3.14¢	3.15¢	0.3%	0.5
TOTAL 14 COMPANIES, ex. of Commonwealth Edison Co. ^{1/}	1,654,720	1,697,924	-2.5	52,929,008	54,310,583	-2.5	1,038	1,033	0.5	3.13	3.13	1.6	0.5
Cent. Ill. Elec. & Gas Co.	95,574	94,539	1.0	3,857,129	3,869,437	-0.3	42	39	7.7	2.48	2.44	2.1	1.5
Cent. Illinois Light Co.	171,450	172,843	-0.8	5,092,816	4,958,215	2.7	34	34	0.0	3.37	3.49	2.2	1.6
Cent. Ill. Pub. Ser. Co.	298,473	304,753	-2.1	10,620,993	10,498,384	1.2	363	366	-0.8	2.81	2.90	2.0	1.8
Commonwealth Edison Co.	131,947	132,984	-0.8	3,910,307	3,900,549	0.3	2	2	0.0	3.37	3.41	0.1	0.1
Ill. Northern Utilities Co.	141,576	145,848	-2.9	3,814,863	3,782,922	0.8	82	82	0.0	3.71	3.86	2.3	1.1
Illinois Power Company	263,314	292,220	-9.9	6,921,363	8,314,123	-16.8	264	260	1.5	3.80	3.51	1.3	0.7
Iowa-Illinois Gas & Elec. Co.	75,643	75,445	0.3	2,316,754	2,188,323	5.9	10	10	0.0	3.27	3.45	2.4	1.3
Pub. Ser. Co. of No. Ill.	476,875	478,489	-0.3	15,847,282	16,235,145	-2.4	218	217	0.5	3.01	2.95	1.3	0.7
Union Elec. Co. of Illinois	77,668	79,377	-2.2	2,807,199	2,809,183	-0.1	14	14	0.0	2.77	2.83	1.2	0.5
Western United Gas & Elec. Co.	54,147	54,360	-0.4	1,650,609	1,654,851	-0.3	11	11	0.0	3.28	3.28	1.3	1.1

^{1/} Except that Produce Terminal Corporation, one of the eleven companies included in this study, reported no Public Street & Highway Lighting Sales in either year.

Table 7.
ILLINOIS ELECTRIC UTILITIES
OTHER SALES TO PUBLIC AUTHORITIES

	REVENUE			KILOWATT-HOURS			AVERAGE			REVENUE			% OF TOTAL SALES TO ULT. CON 1943
	% Change			% Change			NUMBER OF CUSTOMERS			PER KWH			
	1943	1942		1943	1942		1943	1942	% Change	1943	1942		
TOTAL 11 COMPANIES	\$4,830,464	\$4,274,148	13.0%	370,955,859	344,017,984	7.8%	2,894	1,876	54.3%	1.30¢	1.24¢	2.3%	3.2
TOTAL 11 COMPANIES, ex. of Commonwealth Edison Co.	2,686,924	2,303,257	16.7	214,538,747	191,891,562	11.8	2,886	1,870	54.3	1.25	1.20	2.6	3.8
Cent. Ill. Elec. & Gas Co.	271,862	257,911	5.4	17,823,885	16,153,908	10.3	451	446	1.1	1.53	1.60	6.1	8.6
Cent. Ill. Light Company	28,064	25,722	9.1	1,414,440	1,245,034	13.6	25	25	0.0	1.98	2.07	0.4	0.3
Cent. Ill. Pub. Ser. Co.	221,046	212,451	4.0	14,930,150	14,157,893	5.5	160	155	3.2	1.48	1.50	1.5	2.5
Commonwealth Edison Company	2,143,540	1,970,891	8.8	156,417,112	152,126,422	2.8	8	6	33.3	1.37	1.30	2.1	2.7
Ill. Northern Utilities Co.	101,733	101,472	0.3	5,667,359	5,582,981	1.5	77	77	0.0	1.80	1.82	1.7	1.6
Illinois Power Company	276,662	235,534	17.5	20,208,780	16,080,505	25.7	181	227	20.3	1.37	1.46	1.4	2.1
Iowa-Illinois Gas' & Elec. Co.	310,330	294,004	5.6	32,411,561	26,144,509	24.0	6	6	0.0	0.96	1.12	9.8	18.7
Produce Terminal Corp.	70,605	28,927	144.1	5,270,948	2,295,093	129.7	8	4	100.0	1.34	1.25	5.6	6.0
Pub. Ser. Co. of No. Ill.	1,353,576	1,094,110	23.7	113,177,894	106,501,834	6.3	1,963	916	114.3	1.20	1.03	3.6	5.5
Union Elec. Co. of Ill.	14,739	13,294	10.9	1,314,991	1,226,866	7.2	3	3	0.0	1.12	1.08	0.2	0.2
Western United Gas & Elec. Co.	38,307	39,832	-3.8	2,318,739	2,502,939	-7.4	12	11	9.1	1.65	1.59	0.9	1.6

1/ Revised since publication of Research Bulletin No. 37.

2/ Not strictly comparable due to certain customers being transferred on August 1, 1942 to this classification that were formerly classified as Small Power and Light customers.

3/ This company did not report sales to customers in this category for the purpose of Research Bulletin No. 37.

Table 8.
ILLINOIS ELECTRIC UTILITIES
SALES TO RAILROADS & RAILWAYS

	REVENUE			KILOWATT-HOURS			AVERAGE			NUMBER OF CUSTOMERS			REVENUE PER KWH		% OF TOTAL SALES TO ULT. CONS	
	1943			1942			1943			1943			1943		1943	
	1943	1942	% Change	1943	1942	% Change	1943	1942	% Change	1943	1942	% Change	1943	1942	REV.	KWH
TOTAL 11 COMPANIES ^{1/}	\$9,354,202	\$8,901,256	5.1%	1,108,975,014	1,024,961,365	8.2%	14	14	0.0%	14	14	0.0%	0.84¢	0.87¢	4.5%	9.7%
TOTAL 11 COMPANIES, ex. of Commonwealth Edison Co. ^{1/}	1,829,970	1,722,503	6.2	149,170,412	134,851,580	10.6	9	9	0.0	9	9	0.0	1.23	1.28	1.7	2.6
Commonwealth Edison Co.	7,524,232	7,178,753	4.8	959,804,602	890,109,785	7.8	5	5	0.0	5	5	0.0	0.78	0.81	7.3	16.5
Illinois Power Company	461,079	412,191	11.9	45,741,721	40,711,240	12.4	3	3	0.0	3	3	0.0	1.01	1.01	2.3	4.7
Pub. Ser. Co. of No. Ill.	1,368,084	1,309,645	4.5	103,392,841	94,110,693	9.9	5	5	0.0	5	5	0.0	1.32	1.39	3.7	5.0
Western United Gas & Elec. Co.	807	667	21.0	35,850	29,647	20.9	1	1	0.0	1	1	0.0	2.25	2.25	2/	2/

^{1/} Except that Central Illinois Electric and Gas Company, Central Illinois Light Company, Central Illinois Public Service Company, Illinois Northern Utilities Company, Iowa-Illinois Gas and Electric Company, Produce Terminal Corporation and Union Electric Company of Illinois, seven of the eleven companies included in this study, reported no Sales to Railroads and Railways in either year.

^{2/} Less than one-half of one-tenth per cent.

Table 9.
ILLINOIS ELECTRIC UTILITIES
TOTAL SALES TO ULTIMATE CONSUMERS*

	REVENUE		% Change		KILOWATT-HOURS		% Change		NUMBER OF CUSTOMERS		% Change		REVENUE PER KWH	
	1943	1942			1943	1942			1943	1942			1943	1942
TOTAL 11 COMPANIES	\$208,647,570	\$198,204,275	5.3%	:	11,511,699,761	10,148,066,453 ^{1/}	13.4%	:	2,032,920	2,031,402	0.1%	:	1.81¢	1.95¢
TOTAL 11 COMPANIES, ex. of Commonwealth Edison Co.	105,250,873	98,307,909	7.1	:	5,691,555,066	4,914,361,885 ^{1/}	15.8	:	1,061,291	1,058,327	0.3	:	1.85	2.00
Cent. Ill. Elec. & Gas Co.	4,447,248	4,302,854	3.4	:	207,094,153	193,983,111	6.8	:	50,482	50,195	0.6	:	2.15	2.22
Cent. Ill. Light Company	7,803,950	7,416,254	5.2	:	507,774,420	459,537,696	10.5	:	77,555	77,847	-0.4	:	1.54	1.61
Cent. Ill. Pub. Ser. Co.	14,774,155	13,908,261	6.2	:	595,191,847	504,613,593	18.0	:	173,730	175,306	-0.9	:	2.48	2.76
Commonwealth Edison Co.	103,396,697	99,896,366	3.5	:	5,820,144,695	5,233,704,568	11.2	:	971,629	973,075	-0.1	:	1.78	1.91
Illinois Northern Util. Co.	6,056,081	5,763,838	5.1	:	346,076,828	320,784,568	7.9	:	61,724	61,675	0.1	:	1.75	1.80
Illinois Power Company	19,850,284	18,572,275	6.9	:	963,542,926	838,390,719	14.9	:	222,335	223,006	-0.3	:	2.06	2.22
Iowa-Illinois Gas & Elec. Co.	3,177,434	3,019,577	5.2	:	173,279,912	154,709,960	12.0	:	32,856	32,124	2.3	:	1.83	1.95
Produce Terminal Corporation	1,253,251	1,163,578	7.7	:	87,691,203	80,570,531	8.8	:	206	208	-1.0	:	1.43	1.44
Pub. Ser. Co. of No. Ill.	37,343,877	34,475,109	8.3	:	2,069,256,871	1,723,344,071	20.1	:	351,669	347,732	1.1	:	1.80	2.00
Union Elec. Co. of Illinois	6,314,555	5,658,772	11.6	:	593,839,252	507,334,524 ^{1/}	17.1	:	43,226	42,861	0.9	:	1.06	1.12
Western United Gas & Elec. Co.	4,230,038	4,027,391	5.1	:	147,807,654	131,093,112 ^{1/}	12.8	:	47,508	47,373	0.3	:	2.86	3.07

* Refer to footnotes on supporting tables.

^{1/} Revised since publication of Research Bulletin No. 37.

Table 10.

ILLINOIS ELECTRIC UTILITIES
SALES TO OTHER ELECTRIC UTILITIES

	REVENUE		% Change		KILOWATT-HOURS		% Change		AVERAGE			REVENUE	
	1943		1942		1943		1942		NUMBER OF CUSTOMERS			PER KWH	
									1943	1942	% Change	1943	1942
TOTAL 11 COMPANIES ^{1/}	\$25,276,025	\$23,027,430	9.8%		5,564,619,260	4,964,457,788	12.1%		84	84	0.0%	0.45¢	0.46¢
TOTAL 11 COMPANIES, ex. of Commonwealth Edison Co. ^{1/}	16,620,477	14,932,078 ^{2/}	11.3		3,268,418,001	2,936,793,263	11.3		78	78	0.0	0.51	0.51
Cent. Ill. Light Company	169,166	189,165	-10.6		25,607,057	38,765,997	-33.9		5	4	25.0	0.66	0.49
Cent. Ill. Pub. Ser. Co.	542,366	742,256	-26.9		54,732,825	82,380,909	-33.6		29	31	-6.5	0.99	0.90
Commonwealth Edison Company	8,655,548	8,095,352	6.9		2,296,201,259	2,027,664,525	13.2		6	6	0.0	0.38	0.40
Illinois Northern Utilities Co.	136,006	93,387	45.6		17,638,185	10,547,908	67.2		2	2	0.0	0.77	0.89
Illinois Power Company	626,794	607,028	3.3		63,279,063	60,650,475	4.3		26	26	0.0	0.99	1.00
Iowa-Illinois Gas & Elec. Co.	149,177	140,157	6.4		15,301,000	14,441,700	6.0		2	2	0.0	0.97	0.97
Pub. Ser. Co. of No. Ill.	2,719,619	3,682,649	-26.2		858,507,616	966,803,019	-11.2		5	5	0.0	0.32	0.38
Union Elec. Co. of Illinois	11,721,650	9,126,872 ^{2/}	28.4		2,139,917,162	1,730,131,051	23.7		2	2	0.0	0.55	0.53
Western United Gas & Elec. Co.	555,699	350,564	58.5		93,435,093	33,072,204	182.5		7	6	16.7	0.59	1.06

^{1/} Except that Central Illinois Electric and Gas Company and Produce Terminal Corporation, two of the eleven companies included in this study, reported no sales to other electric utilities in either year.

^{2/} Revised since publication of Research Bulletin No. 37.

Table 11.

TOTAL LI. COMPANIES 17

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Table 12.
ILLINOIS ELECTRIC UTILITIES
TOTAL SALES OF ELECTRIC ENERGY

	REVENUE			KILOWATT-HOURS			AVERAGE NUMBER OF CUSTOMERS			REVENUE PER KWH	
	1943	1942	% Change	1943	1942	% Change	1943	1942	% Change	1943	1942
TOTAL 11 COMPANIES	\$234,029,358	\$221,330,659	5.7%	17,092,514,327	15,127,644,905	13.0%	2,033,004	2,031,486	0.1%	1.37¢	1.46¢
TOTAL 11 COMPANIES, ex. of Commonwealth Edison Co.	121,977,113	113,338,941	7.6	8,976,168,373	7,866,275,812	14.1	1,061,369	1,058,405	0.3	1.36	1.44
Cent. Ill. Elec. & Gas Co.	4,447,248	4,302,854	3.4	207,094,153	193,983,111	6.8	50,482	50,195	0.6	2.15	2.22
Cent. Ill. Light Co.	7,578,370	7,610,997	4.8	533,590,949	498,523,421	7.0	77,560	77,851	-0.4	1.50	1.53
Cent. Ill. Pub. Ser. Co.	15,316,521	14,650,517	4.5	649,924,672	586,994,502	10.7	173,759	175,337	-0.9	2.36	2.50
Commonwealth Edison Co.	112,052,245	107,991,718	3.8	8,116,345,954	7,261,369,093	11.8	971,635	973,081	-0.1	1.38	1.49
Ill. Northern Utilities Co.	6,192,087	5,857,225	5.7	363,715,013	331,332,476	9.8	61,726	61,677	0.1	1.70	1.77
Illinois Power Company	20,559,499	19,258,337	6.8	1,040,396,064	912,029,885	14.1	222,361	223,032	-0.3	1.98	2.11
Iowa-Illinois Gas & Elec. Co.	3,326,611	3,159,734	5.3	188,580,912	169,151,660	11.5	32,858	32,126	2.3	1.76	1.87
Produce Terminal Corporation	1,271,339	1,177,920	7.9	90,102,962	82,482,776	9.2	206	208	-1.0	1.41	1.43
Pub. Ser. Co. of No. Illinois	40,063,496	38,157,758	5.0	2,927,764,487	2,690,147,090	8.8	351,674	347,737	1.1	1.37	1.42
Union Elec. Co. of Illinois	18,036,205	14,785,644	22.0	2,733,756,414	2,237,465,575	22.2	43,228	42,863	0.9	0.66	0.66
Western United Gas & Elec. Co.	4,785,737	4,377,955	9.3	241,242,747	164,165,316	47.0	47,515	47,379	0.3	1.98	2.67

Table 13.
ILLINOIS ELECTRIC UTILITIES
OTHER ELECTRIC OPERATING REVENUE

	REVENUE		% Change
	1943	1942	
TOTAL 11 COMPANIES	\$3,539,292	\$3,666,964	-3.5%
TOTAL 11 COMPANIES, ex. of Commonwealth Edison Company	1,508,097	1,652,781	-8.8
Cent. Ill. Elec. & Gas Co.	24,719	30,241	-18.3
Cent. Ill. Light Co.	145,743	131,634	10.7
Cent. Ill. Pub. Ser. Co.	288,995	282,299	2.4
Commonwealth Edison Co.	2,031,195	2,014,183	0.9
Ill. Northern Utilities Co.	60,159	93,650	-35.8
Illinois Power Company	228,295	225,418	1.3
Iowa-Illinois Gas & Elec. Co.	29,579	30,594	-3.3
Produce Terminal Corporation	4,126	4,018	2.7
Pub. Ser. Co. of No. Ill.	588,594	721,398	-18.4
Union Elec. Co. of Illinois	107,211	93,287	14.9
Western United Gas & Elec. Co.	30,676	40,242	-23.9

Table 14.
ILLINOIS ELECTRIC UTILITIES
TOTAL ELECTRIC OPERATING REVENUE.

	REVENUE		% Change
	1943	1942	
TOTAL 11 COMPANIES	\$237,568,650	\$224,997,623	5.6%
TOTAL 11 COMPANIES, ex. of Commonwealth Edison Co.	123,485,210	114,991,722	7.4
Cent. Ill. Elec. & Gas Co.	4,471,967	4,333,095	3.2
Cent. Ill. Light Co.	8,124,113	7,742,631	4.9
Cent. Ill. Pub. Ser. Co.	15,605,516	14,932,816	4.5
Commonwealth Edison Company	114,083,440	110,005,901	3.7
Illinois Northern Utilities Co.	6,252,246	5,950,875	5.1
Illinois Power Company	20,787,794	19,483,755	6.7
Iowa-Illinois Gas & Elec. Co.	3,356,190	3,190,328	5.2
Produce Terminal Corporation	1,275,465	1,181,938	7.9
Pub. Ser. Co. of No. Ill.	40,652,090	38,879,156	4.6
Union Elec. Co. of Illinois	18,143,416	14,878,931	21.9
Western United Gas & Elec. Co.	4,816,413	4,418,197	9.0

Table 15.
TRENDS IN ELECTRIC SALES

by

Eleven Large Electric Utilities*,
1929-1943

Year	REVENUE (Millions)			KILOWATT-HOURS (Millions)			CUSTOMERS (Thousands)			AVERAGE REVENUE PER KWH		
	Residential Sales**	Other Sales	Total Sales to Ult. Cons.	Residential Sales**	Other Sales	Total Sales to Ult. Cons.	Residential Sales**	Other Sales	Total Sales to Ult. Cons.	Residential Sales**	Other Sales	Total Sales to Ult. Cons.
1929	\$45 $\frac{1}{2}$	\$101	\$146 $\frac{1}{2}$	780	5,057	5,837	1,472	304	1,776	5.83¢	1.98¢	2.49¢
1930	48 $\frac{1}{2}$	99	147 $\frac{1}{2}$	869	4,899	5,768	1,499	307	1,806	5.56	2.02	2.56
1931	49 $\frac{1}{2}$	95	144 $\frac{1}{2}$	915	4,774	5,689	1,473	322	1,795	5.34	1.99	2.53
1932	48 $\frac{1}{2}$	85	133 $\frac{1}{2}$	901	4,211	5,112	1,435	308	1,743	5.18	2.03	2.61
1933	46 $\frac{1}{2}$	82	128 $\frac{1}{2}$	878	4,151	5,029	1,422	287	1,709	5.24	1.97	2.54
1934	48 $\frac{1}{2}$	85	133 $\frac{1}{2}$	937	4,474	5,411	1,464	281	1,745	5.08	1.90	2.45
1935	49 $\frac{1}{2}$	89	138 $\frac{1}{2}$	1,011	4,760	5,771	1,493	279	1,772	4.89	1.87	2.40
1936	51 $\frac{1}{2}$	97	148 $\frac{1}{2}$	1,087	5,442	6,528	1,524	287	1,811	4.70	1.78	2.27
1937	53	104	157	1,218	5,933	7,151	1,558	288	1,846	4.32	1.76	2.20
1938	55	102	157	1,310	5,393	6,703	1,581	298	1,879	4.19	1.89	2.34
1939	57	108	165	1,392	6,018	7,410	1,608	305	1,913	4.06	1.80	2.22
1940	59	116	175	1,500	6,629	8,129	1,638	315	1,953	3.96	1.75	2.16
1941	62	127	189	1,604	7,592	9,196	1,673	326	1,998	3.90	1.66	2.06
1942	64	134	198	1,672	8,476	10,148	1,705	326	2,031	3.86	1.58	1.95
1943	66	143	209	1,737	9,775	11,512	1,718	285	2,033	3.80	1.46	1.81

* See page 3 for list of utilities.
* Exclusive of the produce of the Federal Corporation, which operates in a non-competitive market.

Billions of Kilowatt-Hours

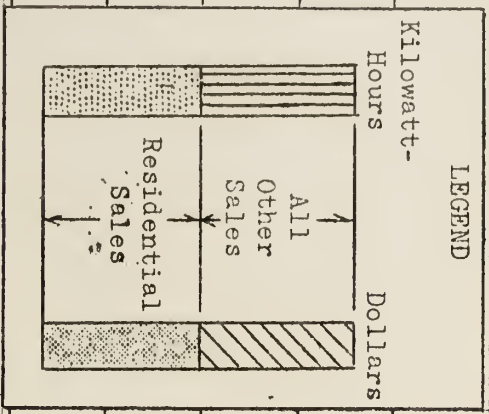
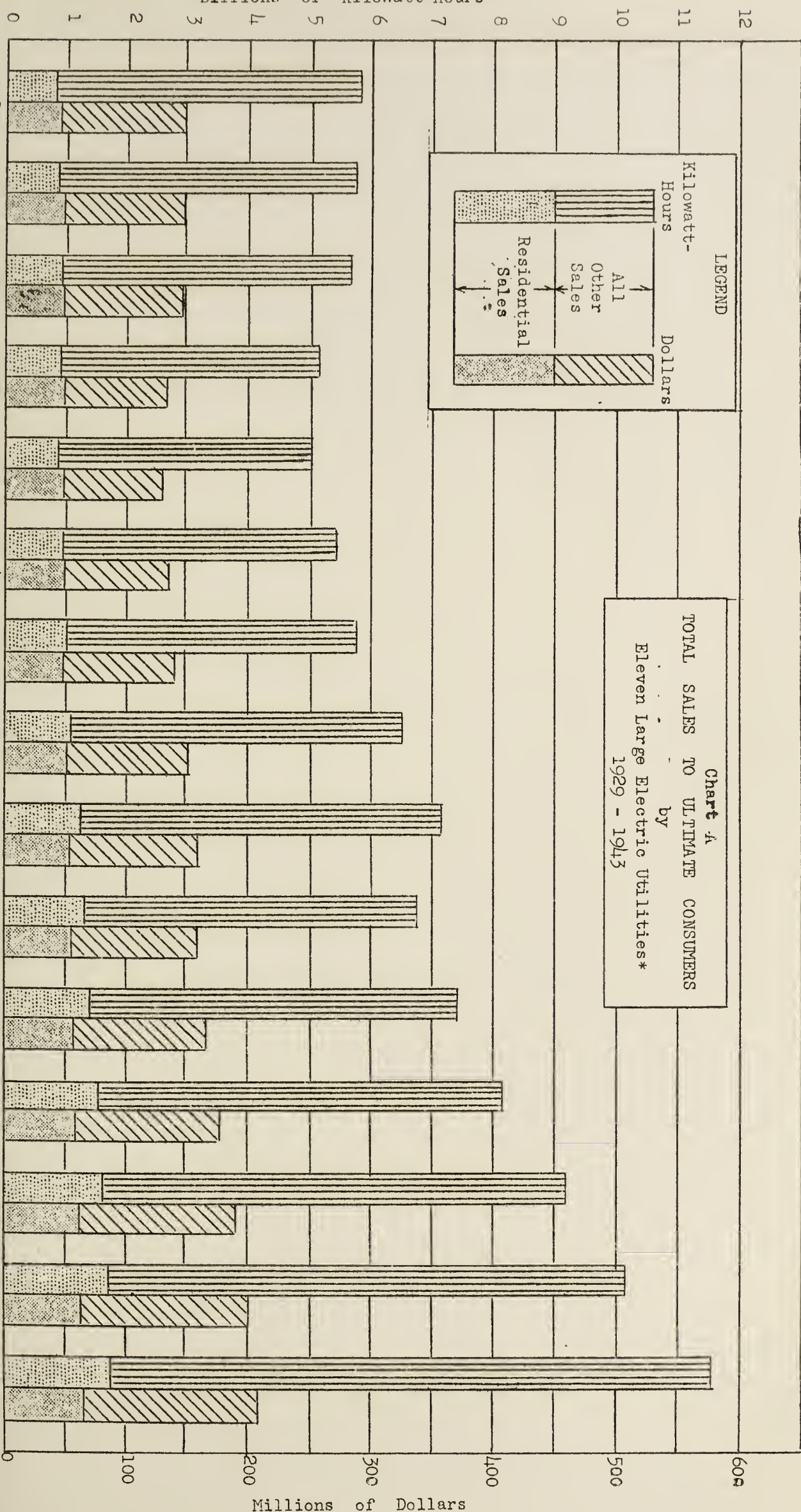


Chart A
TOTAL SALES TO ULTIMATE CONSUMERS
by
Eleven Large Electric Utilities*
1929 - 1943

Millions of Dollars

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Dwight H. Green, Governor

ILLINOIS GAS UTILITIES
A Comparative Study of 1943 Sales

Research Bulletin No. 40

John D. Biggs, Chairman

William Parrillo
Frank Peska
Edwin A. Rosenstone
Val J. Washington, Commissioners
Frank M. Kalteux, Secretary

ILLINOIS COMMERCE COMMISSION
RATES AND RESEARCH SECTION

ILLINOIS GAS UTILITIES

A Comparative Study of 1943 Sales

As Reported by the Twelve Largest Illinois Gas
Utilities which Account for Approximately 99%
of All Gas Sold to Ultimate Consumers in
Illinois Under the Jurisdiction of the
Illinois Commerce Commission

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ILLINOIS COMMERCE COMMISSION
Rates and Research Section

March 20, 1944

Hon. John D. Biggs, Chairman
Illinois Commerce Commission
Springfield, Illinois

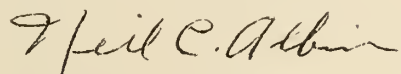
Dear Sir:

I transmit herewith Research Bulletin No. 40 entitled "Illinois Gas Utilities, A Comparative Study of 1943 Sales".

This study, which has been prepared with the collaboration of Messrs. Finin and Moreland of the Research staff, supplies a timely analysis of gas sales in Illinois for the year 1943 as compared to 1942.

The textual part of the report discusses briefly the principal points of interest, but no attempt has been made to determine the reasonableness or unreasonableness of the facts shown. The study continues the series of annual analyses of gas sales began a number of years ago, and in addition provides a permanent and historical reference of sales reported by the principal gas utilities subject to the jurisdiction of the Illinois Commerce Commission.

Yours very truly,



Neil C. Albin
Senior Statistician
RATES & RESEARCH SECTION

INTRODUCTORY CONSIDERATIONS

1. Scope of Study

This comparative analysis continues the annual research study began several years ago.^{1/} It presents a comparison of the 1943 gas sales with those for the year 1942. The twelve companies considered by this study accounts for approximately 99% of the total retail gas business in the State of Illinois. They are as follows:

Central Illinois Electric & Gas Company,
Central Illinois Light Company,
Central Illinois Public Service Company,
Illinois Northern Utilities Company,
Illinois Power Company,
Iowa-Illinois Gas & Electric Company,
North Shore Gas Company,
Public Service Company of Northern Illinois,
The Peoples Gas Light & Coke Company,
Union Electric Company of Illinois,
Union Gas & Electric Company, and
Western United Gas & Electric Company.

The basic statistical Tables No. 1 to 15 provide the necessary detail for a comparative study of these gas sales. Tables No. 2 to 13 inclusive, deal separately with each of the revenue classifications, with the revenue, therm sales and the average number of customers tabulated for each company individually. Also tabulated is a summary of the aggregate totals for all companies, both inclusive and exclusive of The Peoples Gas Light and Coke Company's returns. In addition, the latter tables show such ratios as the percentage of change from 1942, average revenue per therm and consumption per average customer.

In Tables 2 to 10 inclusive, the relative importance of revenue and therm sales from each class of consumer sales in 1943 has been expressed as a percentage of total ultimate consumer sales and not as a separate table as in former Research Bulletins of this character. This change was made in order to improve the statistical tables. Total operating revenue as a common denominator was eliminated because of its many deficiencies.

2. Sources of Information

The basic source of sales data for this study was secured from the twelve companies' December, 1943 monthly preliminary

^{1/} See Research Bulletins Nos. 6, 15, 19, 21, 25, 28, 31, 33, 35 and 38.

report to the Illinois Commerce Commission, except that for the year 1942 which was obtained from the annual reports filed by each company for that year. These monthly preliminary reports are subject to audit adjustments, but experience indicates that only minor changes may be expected. Where changes have occurred in the 1942 data since publication of Research Bulletin No. 38, explanatory footnotes to that effect are shown on the statistical tables.

3. Accounting Considerations

All of the companies considered by this study now use a uniform system of accounts as prescribed by the Commission's General Order 143. This system of accounts provides an item designated as Account 607, Interdepartmental Sales. For the purpose of this study and in accordance with past practice in Research Bulletins Nos. 28, 31, 33, 35 and 38, these Interdepartmental Sales have not been considered as Sales to Ultimate Consumers. None of the twelve companies reported Other Sales (Account 608).

During the year 1943 two companies, Central Illinois Public Service Company and Central Illinois Electric and Gas Company, were granted permission to adopt bi-monthly billing procedures as an economic war-time measure.

Early in February, 1943, Central Illinois Public Service Company was permitted to extend bi-monthly billing methods to ten towns affecting approximately 15,000 residential customers. This change in method of billing was to be spread over a period of three months. The mechanics incident to this change over apparently did not affect the comparability of this company's sales data.

The Commission authorized the Central Illinois Electric and Gas Company to place in effect bi-monthly billing on September 16 1943, applicable to residential customers exclusive of space-heating and a few outlying commercial customers. As a result the sales data reported for the last four months of 1943 for this company was not comparable for the same period of 1942, consequently comparison for the whole year of 1943 with that for the previous year was slightly distorted and apparently resulted in an understatement of dollar and physical volume of sales.

4. Other Considerations

The segregation of Residential Sales exclusive of Space-Heating (Table 3) and Residential Space-Heating Sales (Table 4) is not perfect for the reason that Residential Space-Heating sales includes all sales made through one meter under a combination rate for all domestic purposes including space-heating and are accounted for entirely as space-heating sales, whereas Residential Sales, exclusive of Space-Heating, includes only those sales of gas to residential customers that are not classified as Residential Space-Heating customers.

No attempt has been made in this study to determine the reasonableness or unreasonableness of the data shown, but rather to present a comparative statistical survey of gas sales.

GAS SALES BY CLASS OF SERVICE

1. COMPARATIVE CONSOLIDATED SUMMARY, Table 1, pages 15 and 16.

This table summarizes Tables 2 to 15 by presenting the totals and ratios for each individual class of service comprising total sales to ultimate consumers together with other classifications of revenue aggregating total operating revenue for the twelve companies considered by this study on a comparative basis with similar information for the previous year. Discussion of this information is confined to that for the more important classes of service that follow.

2. TOTAL GAS OPERATING REVENUE, Table 15, page 34.

The total operating revenue of the twelve gas utilities considered by this study amounted to \$68,812,615 in 1943 as compared to \$70,490,032 in 1942, a decrease of 2.4%. This decrease was accentuated by the weight of the revenue of The Peoples Gas Light and Coke Company which clearly dominates the gas utility business in Illinois, when the record shows their total operating revenue decrease 7.1%. When this company's revenue is excluded from the totals a 3.7% increase resulted. Consequently, these rates of change are affected by individual cases wherein such circumstances as rate reductions and the relative importance of industrial loads and sales to other gas utilities are considered. These factors are mentioned in more detail below in connection with the revenue of other sales accounts.

3. TOTAL GAS SALES, Table 13, page 32.

This classification includes sales to ultimate consumers, sales to others for resale and interdepartmental sales. The behavior of this account is, of course, substantially the same as the results already noted for total electric operating revenue.

4. INTERDEPARTMENTAL SALES, Table 12, page 31.

Only three companies reported such sales and in all cases they were very small in proportion to total revenue.

5. SALES TO OTHER GAS UTILITIES, Table 11, page 30.

In 1943 only two companies reported wholesale sales and here also the relative importance to total revenue is insignificant.

6. TOTAL SALES TO ULTIMATE CONSUMERS, Table 10, page 29.

Total sales to ultimate consumers represent the most accurate index of gas sales that can be obtained and for the purpose of this report has been used as the common denominator for measuring the relative importance of consumer sales, replacing total operating revenue which was formerly shown by the statistical tables for each class of business because of its many deficiencies.

The twelve companies reported for 1943 aggregate revenue of \$66,176,615 from the sale of 958,349,542 therms of gas to an average of 1,455,830 customers. These results represent a decrease of 1.7% in revenue and slight increases of 0.7% and 0.4% in therms and average number of customers, respectively, when compared to 1942. Exclusive of The Peoples Gas Light and Coke Company, which accounted for over half of the total sales for all twelve companies, the increases were 3.9% for revenue, 10.7% for therms and 1.4% for customers. The Peoples Gas Light and Coke Company's sales during the same period of comparison decreased 6.3% in revenue, 7.1% in therms, customers dropping 0.2%.

With the exception of The Peoples Gas Light and Coke Company, Iowa-Illinois Gas and Electric Company and Western United Gas and Electric Company, all remaining companies' ultimate consumer revenue increased ranging from 0.6% for the Union Gas and Electric Company to 20.7% for Illinois Northern Utilities Company. Similar analysis reveal that with the exception of The Peoples Gas Light and Coke Company, the physical volume of sales from all companies experienced gains, ranging from 0.7% to 47.9%, the same companies again being at the extremes.

The percentage of change recorded in gas sales to ultimate consumers during the period under review have been affected by increased volume of sales due to greater industrial activity in war production and colder weather during the year 1943, together with a slight increase in number of customers. It must also be considered, however, that during the latter part of the year 1942 and early in 1943 several companies were ordered by the Commission to place in effect substantially lower rates to their customers, except customers receiving service on an interruptible supply basis. The largest of these reductions was that for The Peoples Gas Light and Coke Company which was ordered in effect by the Commission in

February, 1943, estimated at \$3,440,000 annually. Apparently this factor, together with this company also reporting a decrease in gas sales to customers receiving service on an interruptible supply basis, principally accounts for the difference in magnitude of the percentages of change in total sales to ultimate consumers recorded by all companies as compared to those shown for all companies exclusive of The Peoples Gas Light and Coke Company, during the period under review.

Average revenue per therm from total sales to ultimate consumers was 6.91¢ in 1943, a slight decline from the 7.03¢ registered in 1942. Exclusive of The Peoples Gas Light and Coke Company's sales data the average revenue per therm decreased from 7.25¢ in 1942 to 6.80¢ in 1943. Eleven of the twelve companies registered decreases in average revenue per therm ranging from 0.02¢ to 1.25¢, while one company showed an increase of 0.02¢.

7. TOTAL RESIDENTIAL SALES, Table 2, pages 17 and 18.

Total revenue for 1943 over 1942 decreased 1.9%, while therm sales increased 4.8%. Average number of customers registered a slight increase of 0.6%. However, inasmuch as this classification is broken down between Residential Sales, exclusive of Space-Heating and Residential Space-Heating Sales as shown by Tables 3 and 4, further discussion of the total residential sales accounts seems unnecessary.

8. RESIDENTIAL SALES, EXCLUSIVE OF SPACE-HEATING, Table 3, pages 19 and 20.

The sale of gas to residential customers for all domestic purposes is included in this class of service, except those classified as residential space-heating sales (see Table 4, pages 21 and 22).

Residential Sales, exclusive of Space-Heating Sales, accounted for 49.2% of revenue from sales to ultimate consumers for the twelve companies reporting in 1943, while the therm sales in this classification accounted for only 19.8% of the total therms sold to ultimate consumers. This class of service also contributed 90.0% of the total gas customers in the State. These percentages indicate that residential sales is the principal source of revenue, although only consuming about one-fifth the gas sold to ultimate

consumers.

Although all companies in 1943 reported increases in their therm sales over 1942 which fell within the limits of 1.0% to 9.7% resulting in an overall increase for all twelve companies amounting to 4.3%, or a gain of 7,789,886 therms, this was not sufficient to offset the reduction in revenue of 2.8%, which fell from \$33,484,348 in 1942 to \$32,531,786 in 1943. However, when The Peoples Gas Light and Coke Company's sales are excluded from those for all companies, this foregoing pattern was reversed as the increase in therm sales from 72,928,431 in 1942 to 76,525,007 in 1943, or 4.9% was sufficient to produce a slight increase in revenue of 0.4%, or from \$14,440,275 in 1942 to \$14,504,194 in 1943, despite the fact that two or three of these remaining companies' percentages of change followed a pattern similar to that indicated for all twelve companies.

Eight of the twelve companies reporting residential sales registered increases in revenue ranging from a low of 0.4% to a high of 6.6%. The remaining four companies, Illinois Northern Utilities Company, Iowa-Illinois Gas and Electric Company, Western United Gas and Electric Company and The Peoples Gas Light and Coke Company recorded decreases of 1.2%, 4.5%, 4.3% and 5.3%, respectively.

Gas customers in this category totalled 1,319,115 in 1943, which is a slight gain of 0.6% over the 1,311,269 shown for 1942. This fact together with economic conditions favorable towards a greater use of gas apparently accounted for the increases shown in therm sales to residential customers.

Average revenue per therm dropped from 18.37¢ in 1942 to 17.12¢ in 1943, a decrease of 1.25¢. For the twelve companies, revenue per therm ranged from 15.88¢ for The Peoples Gas Light and Coke Company to 23.43¢ for Central Illinois Public Service Company.

Average use per customer rose five therms in 1943 or from 139 therms to 144 therms. The results for all companies, exclusive of The Peoples Gas Light and Coke Company, were 146 and 141 therms, respectively, indicating that usage in Chicago is a little below the average for the State. Of the individual companies, Union Electric Company of Illinois recorded a low usage of 101 therms per customer as compared to the high usage of 183 therms for the North

Shore Gas Company.

There was a slight drop in the average annual revenue per customer in 1943 to \$24.66 from \$25.54 in 1942 for the twelve companies considered as a whole. Similar behavior is noted for all companies, exclusive of The Peoples Gas Light and Coke Company. However, the behavior regarding individual company averages are mixed, with one-half of the twelve companies reporting increases and the other half reporting decreases in 1943 as compared to 1942. In 1943 the revenue per customer ranged from a low of \$21.80 for Union Electric Company of Illinois to a high of approximately \$40.00 for the North Shore Gas Company.

9. RESIDENTIAL SPACE-HEATING SALES, Table 4, pages 21 and 22.

Various factors in 1943 were instrumental in affecting the small percentage of increase recorded in this class of business in 1943 as compared to 1942. For instance, the mean temperature in Illinois for the year 1943 was 52.4 degrees as compared to 53.1 degrees for 1942.^{2/} In addition customers using gas for space-heating purposes were requested to be as economical as possible in order to conserve the supply and furthermore certain companies' rates were reduced during this period of comparison. Finally there was a slight increase in the number of customers, whereas in former years the percentages of gain were much larger indicating perhaps the effect of priorities necessary to secure heating units and materials in 1943.

Although only a small percentage (4.3%) of residential customers use gas for space-heating this class of service accounted for 15.9% of total revenue from sales to ultimate consumers; it also accounted for 13.7% of total ultimate consumer therm sales. For the individual companies these percentages of total sales to ultimate consumers showed a wide variation, ranging from a low of 0.3% in revenue for Illinois Northern Utilities Company to a high of 27.7% for Public Service Company of Northern Illinois. The percentages of therm sales also varied accordingly.

Total revenue from residential space-heating sales amounted to \$10,534,688 in 1942, a gain of 1.1% from the \$10,416,802

^{2/} See Climatological Data, U.S. Department of Commerce, Weather Bureau, Illinois Section, Vol. XLVIII, No. 13.

reported in 1942. Therm sales rose from 124,067,370 in 1942 to 130,870,210 in 1943, an increase of 5.5%, while the average number of customers showed an increase of only 0.5%.

Fifty-nine thousand eight hundred twenty-nine residential space-heating customers paid an average of 2.05¢ per therm for service in 1943, slightly less than the 2.40¢ average in 1942. Average use per customer increased from 2,034 therms in 1942 to 2,187 in 1943, the average annual bill rose from \$175.00 in 1942 to \$176.08 in 1943, an increase of \$1.08 per customer.

10. COMMERCIAL SALES, Table 5, pages 23 and 24.

This class of service in the aggregate accounted for 1.4% of the revenue and 9.0% of the therms as its proportion of total sales to ultimate consumers in 1943. Similar individual company ratios varied from 21.0% to 6.2% for revenue and from 24.3% to 1.9% for therms.

Included in this class are sales for space-heating, summer off-peak water heating in office buildings and a wide variety of other so-called commercial uses. The economics of war, rate reductions and temperature all have had their effect on sales in this category with respect to 1943 during which time the revenue and average number of customers showed a decline of 11.2% and 3.3%, respectively, while therm sales increased only 1.5%. A total of 33,755 customers in 1943 paid an average of 8.76¢ per therm for 1,257 therms of gas, or an annual bill of \$110.13. Excluding The Peoples Gas Light and Coke Company from that for all twelve companies reveals the average rate to be 11.35¢, average annual consumption per customer 873 therms and average annual bill \$99.71 resulting from sales to 29,750 commercial customers.

Of the twelve companies reporting commercial sales, six had decreases in revenue, although with the exception of one company, all others show increases in their physical volume of sales but to a much smaller degree than those recorded during the 1942-1941 period of comparison.

11. INDUSTRIAL NON-INTERRUPTIBLE SALES, Table 6, page 25.

Gas sold to customers in this class includes firm gas sold for manufacturing and industrial purposes, although in some instances it is true that certain large government hospitals are

also included because they are being rendered service under standard industrial non-interruptible rates.

In 1943 this class of business made larger gains than any other class when compared to the year 1942, principally because of the continued and increased production activities of customers engaged in the manufacture of materials and supplies necessary to win the war.

Industrial non-interruptible sales revenue increased from \$6,781,629 in 1942 to \$7,646,943 in 1943, a gain of 12.8%, while therm sales rose from 109,233,633 to 139,833,128, a rise of 28.0%. The average number of customers recorded a slight rise of 0.2% or from 7,827 to 7,843. Excluding The Peoples Gas Light and Coke Company's operations from the totals, the remaining companies registered increases in revenue, therm sales and the average number of customers of 26.3%, 42.0% and 2.1%, respectively.

Four of the twelve companies herein considered recorded decreases in revenue and the average number of customers, while two showed decreases in therm sales.

Revenue per therm for the combined twelve companies averaged 5.47¢ in 1943, a decline of 0.74¢ from the 6.21¢ reported in 1942, while the individual company's average ranged from a low of 3.81¢ for Central Illinois Public Service Company to a high of 16.11¢ for the Union Gas and Electric Company.

12. INDUSTRIAL INTERRUPTIBLE SALES, Table 7, page 26.

This class of service was responsible for 11.8% of total ultimate consumer revenue, while it accounted for 42.8% of total ultimate consumer therm sales. The total industrial interruptible customers averaged 162 for the year 1943 which was less than one-tenth of one per cent of the total ultimate consumer customers. It is evident from the above statement that this class of service is the largest consumer of gas, while it is second to residential sales in terms of revenue. The reason for the comparatively small amount of revenue from industrial sales results from a relatively low rate.

Although the average number of customers rose from 150 in 1942 to 162 in 1943, a gain of 8.0%, revenue dropped from \$8,037,070 to \$7,775,390, a loss of 3.3% and therm sales declined

from 449,507,953 to 409,370,004, a decrease of 2.9%. This is quite a drop from the 1942-1941 period of comparison when revenue and therm sales showed increases of 16.8% and 18.7%, respectively. Excluding The Peoples Gas Light and Coke Company's sales data from the 1943-1942 totals reveals that for the remaining companies, revenue, therm sales and average number of customers increased 11.2%, 10.4% and 9.3%, respectively.

For the individual companies only two registered decreases in revenue and therm sales with only one recording a decrease in the number of customers. The Peoples Gas Light and Coke Company recorded a loss of one customer during 1943, while therm sales dropped from 241,418,424 in 1942, to 179,845,632 in 1943, a decrease of 61,572,792 therms, or 25.5% and for the same period revenue declined 19.4% or from \$3,793,773 to \$3,056,545. With the exception of Western United Gas and Electric Company all companies registered increases in revenue and therm sales ranging from 1.1% to 215.1% and 1.4% to 252.4%, respectively.

For all companies the average revenue per therm rose from 1.79¢ to 1.90¢, an increase of 0.11¢. Of the nine companies reporting this class of service, seven recorded small decreases in average revenue per therm, while one reported an increase and one remained practically the same. The lowest revenue per therm of 1.33¢ was recorded by Western United Gas and Electric Company, while the highest of 2.33¢ was reported by Illinois Power Company.

13. ALL OTHER CLASSES OF SERVICE, Tables 8, 9, 11, 12 and 14, pages 27, 28, 30, 31 and 33.

The combined sales of Public Street and Highway Lighting and Other Sales to Public Authorities (Tables 8 and 9, pages 27 and 28) accounted for less than one-half of one per cent of total revenue and therm sales to ultimate consumer.

Only three companies with one customer each reported Public Street and Highway Lighting. Total revenue amounted to \$30,951, a decline of 1.2% from the \$31,329 reported in 1942. Therm sales showed a slight increase of 0.1% or from 461,070 in 1942 to 461,591 in 1943.

Other Sales to Public Authorities recorded substantial increases in revenue and therm sales of 35.3% and 57.5%, respectively, while the average number of customers decreases 16.3%. This

decrease in the number of customers was apparently due to a change in the method of counting customers by the Western United Gas and Electric Company during the year 1943.

Only two companies reported sales to Other Gas Utilities in 1943; whereas in 1942 three companies recorded sales in this classification. Revenue dropped from \$2,253,837 in 1942 to \$1,840,493 in 1943, while therm sales increased from 80,745,932 to 88,224,618, a rise of 9.3%. The number of customers for these two companies reporting remained the same. Revenue per therm averaged 2.09¢ in 1943, a decrease of 0.70¢ from the 2.79¢ reported in 1942.

Table 1. #
ILLINOIS GAS UTILITIES *
GAS SALES BY CLASS OF SERVICE**

	REVENUE			THERMS			AVERAGE NUMBER OF CUSTOMERS		
	1943	1942	% Change	1943	1942	% Change	1943	1942	% Change
TOTAL GAS OPERATING REVENUES	\$68,812,615	\$70,490,032 ^{1/}	-2.4%	:	:	:	:	:	:
Other Gas Revenues	788,685	891,777 ^{1/}	-11.6	:	:	:	:	:	:
Total Gas Sales	68,023,930	69,598,255	-2.3	:	1,046,715,865	1,032,205,044	1.4%	1,455,833	1,450,061
Interdepartmental Sales	6,822	6,327	9.4	:	141,705	125,427	13.0	:	:
Sales to Other Gas Utilities	1,840,493	2,253,837	-18.3	:	88,224,618	80,745,932	9.3	3	4
Total Sales to Ultimate Consumers	66,176,615	67,338,091	-1.7	:	958,349,542	951,333,685	0.7	1,455,830	1,450,057
Total Residential Sales	43,066,474	43,901,150	-1.9	:	320,910,567	306,318,350	4.6	1,378,944	1,370,794
Residential Sales, Ex. of Space-Htg.	32,531,786	33,484,348	-2.9	:	190,040,357	182,250,471	4.3	1,319,115	1,311,269
Residential Space-Heating Sales	10,534,688	10,416,802	1.1	:	130,870,210	124,067,879	5.5	59,829	59,525
Total Commercial Sales	7,572,054	8,524,242 ^{1/}	-11.2	:	86,408,756	85,136,540 ^{1/}	1.5	68,755	71,136 ^{1/}
Industrial Non-Interruptible	7,646,943	6,781,629 ^{1/}	12.8	:	139,833,128	109,233,633 ^{1/}	28.0	7,843	7,827 ^{1/}
Industrial Interruptible	7,775,390	8,037,070	-3.3	:	409,670,604	449,507,958	-8.9	162	150
Public Street & Highway Lighting	30,951	31,329	-1.2	:	461,591	461,070	0.1	3	3
Other Sales to Public Authorities	84,803	62,671	35.3	:	1,064,896	676,134	57.5	123	147

See footnotes on the following supporting tables.
 * Twelve large companies. See page 3 for list.
 ** Inter-company transactions have not been eliminated.
 1/ Revised since publication of Research Bulletin No. 38.

Table 1.# (Continued)
ILLINOIS GAS UTILITIES *
GAS SALES BY CLASS OF SERVICE **

	REVENUE PER THERM	% TOTAL OPERATING REVENUE		% TOTAL SALES TO ULTIMATE CONSUMERS	
	1943	1943	1943	REV	1943
TOTAL GAS OPERATING REVENUES	-	100.00%		0.0%	0.0%
Other Gas Revenues	-	1.15		0.0	0.0
Total Gas Sales	6.50¢	98.85		0.0	0.0
Interdepartmental Sales	-	0.01		0.0	0.0
Sales to Other Gas Utilities	2.09	2.67		0.0	0.0
Total Sales to Ultimate Consumers	6.91	96.17		100.0	100.0
Total Residential Sales	13.42	62.59		65.1	33.5
Residential Sales, ex. of Space-Htg.	17.12	47.28		49.2	19.8
Residential Space-Heating Sales	8.05	15.31		15.9	13.7
Total Commercial Sales	8.76	11.00		11.4	9.0
Industrial Non-Interrruptible	5.47	11.11		11.6	14.6
Industrial Interruptible	1.00	11.30		11.8	42.8
Public Street & Highway Lighting	6.71	0.05		2/	2/
Other Sales to Public Authorities	7.96	0.12		0.1	0.1

See footnotes on the following supporting tables.

* Twelve large companies. See page 3 for list.

** Inter-company transactions have not been eliminated.

2/ Less than one-tenth of one per cent.

Table 2.

ILLINOIS GAS UTILITIES
TOTAL RESIDENTIAL SALES

	REVENUE			THERMS			AVERAGE NUMBER OF CUSTOMERS		
	1943	1942	% Change	1943	1942	% Change	1943	1942	% Change
TOTAL 12 COMPANIES	43,066,474	43,901,150	-1.9%	320,910,567	306,318,350	4.8%	1,378,944	1,370,794	0.6%
TOTAL 12 COMPANIES, ex. of									
The Peoples Gas Lt. & Coke Co.	21,157,464	20,940,301	1.0	158,494,983	150,765,135	5.1	558,972	551,816	1.3
Cent. Ill. Elec. & Gas Co.	1,055,467	1,041,094	1.4	5,235,473	5,125,373	2.1	34,204	33,622	1.7
Cent. Illinois Light Co.	2,262,408	2,185,438	3.5	20,045,351	19,257,675	4.1	54,894	54,264	1.2
Cent. Ill. Pub. Ser. Co.	829,998	807,081	2.8	5,594,373	5,452,263	2.6	23,710	23,502	0.9
Illinois Northern Utilities Co.	378,979	382,587	-1.0	1,871,954	1,738,244	7.7	15,714	15,474	1.6
Illinois Power Company	2,687,909	2,598,303	3.4	15,850,886	15,125,561	4.8	89,181	88,158	1.2
Iowa-Illinois Gas & Elec. Co.	647,731	685,379	-5.5	4,979,080	4,647,557	7.1	22,078	21,355	3.4
North Shore Gas Company	1,353,711	1,310,499	3.3	8,110,875	7,826,128	3.6	26,124	26,118	2/
The Peoples Gas Lt. & Coke Co.	21,909,010	22,960,849	-4.6	162,415,584	155,553,215	4.4	819,972	818,978	0.1
Pub. Ser. Co. of No. Ill.	7,485,601	7,380,470	1.4	64,449,193	60,410,044	6.7	175,413	171,542	2.3
Union Elec. Co. of Illinois	111,637	104,778	6.5	578,741	527,188	9.8	4,818	4,732	1.8
Union Gas & Electric Co.	250,003	246,305	1.5	1,195,805	1,177,108	1.6	9,321	9,270	0.6
Western United Gas & Elec. Co.	4,094,020	4,198,367	-2.5	30,583,252	29,477,994	3.7	103,515	103,779	-0.3

1/ Not strictly comparable because of bi-monthly billing being placed in effect September 16, 1943.

2/ Less than one-tenth of one per cent increase.

% TOTAL SALES TO
ULTIMATE CONSUMERS
1943

	REVENUE PER THERM	THERMS PER CUSTOMER	REVENUE PER CUSTOMER	THERMS PER CUSTOMER	REV	TERMS
	1943	1942	1943	1942	1943	1942
TOTAL 12 COMPANIES	13.42	14.33	233	223	\$31.23	\$32.03
TOTAL 12 COMPANIES, ex. of	13.35	13.89	284	273	37.85	37.95
The Peoples Gas Lt. & Coke Co.						
Cent. Ill. Elec. & Gas Co.	20.16	20.31	153	152	30.86	30.96
Cent. Illinois Light Company	11.29	11.35	365	355	41.21	40.27
Cent. Ill. Pub. Ser. Co.	14.84	14.80	236	232	35.01	34.34
Illinois Northern Utilities Co.	20.25	22.01	119	112	24.12	24.72
Illinois Power Company	16.96	17.18	178	172	30.14	29.47
Iowa-Illinois Gas & Elec. Co.	13.01	14.75	226	218	29.34	32.09
North Shore Gas Company	16.69	16.75	310	300	51.82	50.18
The Peoples Gas Lt. & Coke Co.	13.49	14.76	198	190	26.72	28.04
Pub. Ser. Co. of No. Illinois	11.61	12.22	367	352	42.67	43.02
Union Elec. Co. of Illinois	19.29	19.87	120	111	23.17	22.14
Union Gas & Elec. Company	20.91	20.92	128	127	26.82	26.57
Western United Gas & Elec. Co.	13.39	14.24	295	284	39.55	40.45

Table 3.

ILLINOIS GAS UTILITIES
RESIDENTIAL SALES, EXCLUSIVE OF SPACE-HEATING*

	REVENUE			THERMS			AVERAGE NUMBER OF CUSTOMERS		
	% Change			% Change			% Change		
	1943	1942		1943	1942		1943	1942	
TOTAL 12 COMPANIES	\$32,531,786	\$33,484,348	-2.8%	190,040,357	182,250,471	4.3%	1,319,115	1,311,269	0.6%
TOTAL 12 COMPANIES, ex. of The Peoples Gas Lt. & Coke Co.	14,504,194	14,440,275	0.4	76,525,007	72,928,431	4.9	523,161	516,306	1.3
Cent. Ill. Elec. & Gas Co.	933,340	930,010	0.4 ^{1/}	4,043,417	4,004,125	1.0 ^{1/}	33,613	33,031	1.8
Cent. Illinois Light Co.	1,432,662	1,382,497	3.6	8,087,396	7,764,037	4.2	49,337	48,565	1.6
Cent. Ill. Pub. Ser. Co.	604,471	583,706	3.6	2,580,020	2,481,360	4.0	22,312	22,092	1.0
Illinois Northern Utilities Co.	376,541	380,920	-1.2	1,842,743	1,720,097	7.1	15,703	15,464	1.5
Illinois Power Company	2,327,935	2,258,781	3.1	11,073,732	10,661,681	3.9	87,142	86,156	1.1
Iowa-Illinois Gas & Elec. Co.	500,299	524,088	-4.5	3,088,338	2,892,139	6.8	21,057	20,325	3.6
North Shore Gas Company	997,336	944,865	5.6	4,574,738	4,198,375	9.0	24,946	24,943	2/
The Peoples Gas Lt. & Coke Co.	18,027,592	19,044,073	-5.3	113,515,350	109,322,040	3.8	795,954	794,963	0.1
Pub. Ser. Co. of No. Illinois	4,159,336	4,144,796	0.4	23,921,962	22,394,624	6.8	158,573	154,980	2.3
Union Elec. Co. of Illinois	103,529	97,159	6.6	478,331	435,863	9.7	4,750	4,665	1.8
Union Gas & Electric Company	241,297	237,638	1.5	1,114,017	1,095,235	1.7	9,278	9,222	0.6
Western United Gas & Elec. Co.	2,827,448	2,955,815	-4.3	15,720,313	15,280,895	2.9	96,450	96,863	-0.4

* Includes all sales of gas to residential customers for lighting, cooking, water heating, refrigeration and other domestic purposes except those classified as Residential Space-Heating (see footnote ^{1/}, Table 4).

^{1/} Not strictly comparable because of bi-monthly billing being placed in effect September 16, 1943.

^{2/} Less than one-tenth of one per cent increase.

Table 3. (Continued)
ILLINOIS GAS UTILITIES
RESIDENTIAL SALES, EXCLUSIVE OF SPACE-HEATING*

	REVENUE PER THERM			THERMS PER CUSTOMER			REVENUE PER CUSTOMER			% TOTAL SALES TO ULTIMATE CONSUMER
	1943	1942		1943	1942		1943	1942		
TOTAL 12 COMPANIES	17.12¢	18.37¢	:	144	139	:	\$24.66	\$25.54	:	19.8%
TOTAL 12 COMPANIES, ex. of The Peoples Gas Lt. & Coke Co.	18.95	19.80	:	146	141	:	27.72	27.97	:	16.6
Cent. Ill. Elec. & Gas Company	23.08	23.23	:	120	121	:	27.77	28.16	:	26.5
Central Illinois Light Company	17.71	17.81	:	164	160	:	29.04	28.47	:	14.0
Cent. Ill. Pub. Ser. Company	23.43	23.52	:	116	112	:	27.09	26.42	:	21.1
Ill. Northern Utilities Company	20.43	22.15	:	117	111	:	23.98	24.63	:	9.0
Illinois Power Company	21.02	21.19	:	127	124	:	26.71	26.22	:	32.4
Iowa-Illinois Gas & Elec. Co.	16.20	18.12	:	147	142	:	23.76	25.79	:	12.8
North Shore Gas Company	21.80	22.51	:	183	168	:	39.98	37.88	:	42.7
The Peoples Gas Lt. & Coke Co.	15.88	17.42	:	143	138	:	22.65	23.96	:	22.9
Pub. Ser. Co. of No. Illinois	17.39	18.51	:	151	145	:	26.23	26.74	:	10.2
Union Elec. Co. of Illinois	21.64	22.29	:	101	93	:	21.80	20.83	:	64.4
Union Gas & Electric Company	21.66	21.70	:	120	119	:	26.01	25.77	:	71.8
Western United Gas & Elec. Co.	17.99	19.34	:	163	158	:	29.32	30.52	:	30.8

* Includes all sales of gas to residential customers for lighting, cooking, water heating, refrigeration and other domestic purposes except those classified as Residential Space-Heating (see footnote */, Table 4).

Table 4.
ILLINOIS GAS UTILITIES
RESIDENTIAL SPACE-HEATING SALES*

	REVENUE			TERMS			NUMBER OF CUSTOMERS			AVERAGE	
	1943	1942	% Change	1943	1942	% Change	1943	1942	% Change		
TOTAL 12 COMPANIES	\$10,534,688	\$10,416,802	1.1%	:	130,870,210	124,067,879	5.5%	:	59,829	59,525	0.5%
TOTAL 12 COMPANIES, ex. of The Peoples Gas Lt. & Coke Co.	6,653,270	6,500,026	2.4	:	81,969,976	77,836,704	5.3	:	35,811	35,510	0.8
Cent. Ill. Elec. & Gas Company	122,127	111,084	9.9	:	1,192,056	1,121,248	6.3	:	591	591	0.0
Cent. Illinois Light Company	829,746	802,941	3.3	:	11,957,955	11,493,638	4.0	:	5,557	5,699	-2.5
Cent. Ill. Pub. Ser. Company	225,527	223,375	1.0	:	3,014,353	2,970,903	1.5	:	1,398	1,410	-0.9
Illinois Northern Utilities Co.	2,438	1,667	46.3	:	29,211	18,147	61.0	:	11	10	10.0
Illinois Power Company	359,974	339,522	6.0	:	4,777,154	4,463,883	7.0	:	2,039	2,002	1.8
Iowa-Illinois Gas & Elec. Co.	147,432	161,291	-8.6	:	1,890,742	1,755,418	7.7	:	1,021	1,030	-0.9
North Shore Gas Company	356,375	365,634	-2.5	:	3,536,137	3,627,753	-2.5	:	1,178	1,175	0.3
The Peoples Gas Lt. & Coke Co.	3,881,418	3,916,776	-0.9	:	48,900,234	46,231,175	5.8	:	24,018	24,015	1/
Pub. Ser. Co. of No. Illinois	3,326,265	3,235,674	2.8	:	40,527,231	38,015,420	6.6	:	16,840	16,562	1.7
Union Elec. Co. of Illinois	8,108	7,619	6.4	:	100,410	91,325	9.9	:	68	67	1.5
Union Gas & Elec. Company	8,706	8,667	0.4	:	81,788	81,873	-0.1	:	43	48	-10.4
Western United Gas & Elec. Co.	1,266,572	1,242,552	1.9	:	14,862,939	14,197,099	4.7	:	7,065	6,916	2.2

* Includes gas sold under separately metered space-heating rates and gas used for "space-heating and for residential purposes" other than space-heating in the case of sales under combination rates which do not provide for the quantity of gas used for space-heating. All other Residential Sales are included in Table 3.

1/ Less than one-tenth of one per cent increase.

Table 4. (Continued)
ILLINOIS GAS UTILITIES
RESIDENTIAL SPACE-HEATING SALES*

	REVENUE PER THERM		THERMS PER CUSTOMER		REVENUE PER CUSTOMER		% TOTAL SALES TO ULTIMATE CONSUMERS	
	1943	1942	1943	1942	1943	1942	1943	1942
	REV	1943	1943	1942	REV	1942	1943	1942
TOTAL 12 COMPANIES								
TOTAL 12 COMPANIES, ex. of								
The Peoples Gas Lt. & Coke Co.	8.05¢	8.40¢	2,187	2,084	\$176.08	\$175.00	15.9%	13.7%
	8.12	8.35	2,289	2,192	185.79	183.05	21.2	17.7
Cent. Ill. Elec. & Gas Co.	10.25	9.91	2,017	1,897	206.64	187.96	7.1	7.8
Central Illinois Light Co.	6.94	6.99	2,152	2,017	149.32	140.89	24.5	20.6
Gent. Ill. Pub. Ser. Co.	7.48	7.52	2,156	2,107	161.32	158.42	19.3	24.7
Illinois Northern Utilities Co.	8.35	9.19	2,656	1,815	221.64	166.70	0.3	0.1
	7.54	7.61	2,343	2,230	176.54	169.59	9.7	14.0
Illinois Power Company	7.80	9.19	1,852	1,704	144.40	156.59	10.4	7.9
Iowa-Illinois Gas & Elec. Co.	10.08	10.08	3,002	3,087	302.53	311.18	21.1	33.1
North Shore Gas Company								
The Peoples Gas Lt. & Coke Co.	7.94	8.47	2,036	1,925	161.60	163.10	11.2	9.8
	8.21	8.51	2,407	2,295	197.52	195.37	27.7	17.3
Pub. Ser. Co. of No. Illinois	8.07	8.34	1,477	1,363	119.24	113.72	6.1	13.5
Union Elec. Co. of Illinois	10.64	10.59	1,902	1,706	202.47	180.56	2.8	5.3
Union Gas & Electric Company	8.52	8.75	2,104	2,053	179.27	179.66	25.6	29.2
Western United Gas & Elec. Co.								

* Includes gas sold under separately metered space-heating rates and gas used for space-heating and for residential purposes other than space-heating in the case of sales under combination rates which do not provide for the quantity of gas used for space-heating. All other Residential Sales are included in Table 3.

Table 5.
ILLINOIS GAS UTILITIES
TOTAL COMMERCIAL SALES*

	REVENUE			THERMS			AVERAGE NUMBER OF CUSTOMERS		
	1943	1942	% Change	1943	1942	% Change	1943	1942	% Change
TOTAL 12 COMPANIES	\$7,572,054	\$8,524,242 ^{1/}	-11.2%	86,408,756	85,136,540 ^{1/}	1.5%	68,755	71,136 ^{1/}	-3.3%
TOTAL 12 COMPANIES, ex. of The Peoples Gas Lt. & Coke Co.	2,966,443	3,029,443	-2.1	26,134,542	25,096,591	4.1	29,750	29,053	2.4
Cent. Ill. Elec. & Gas Company	163,490	159,574	2.5	1,114,953	1,088,595	2.4	1,521	1,556	-2.3
Central Illinois Light Company	355,260	346,760	2.5	3,486,409	3,288,236	6.0	2,929	2,925	0.1
Cent. Ill. Pub. Ser. Company	246,133	227,310	8.3	2,974,729	2,674,991	11.2	2,229	2,227	0.1
Ill. Northern Utilities Co.	62,501	66,656	-6.2	390,113	383,101	1.8	947	979	-3.3
Illinois Power Company	547,695	519,765	5.4	3,922,121	3,629,146	8.1	6,196	6,208	-0.2
Iowa-Illinois Gas & Elec. Co.	127,357	147,584	-13.7	1,144,463	1,081,066	5.9	1,939	1,896	2.3
North Shore Gas Company	235,968	234,133	0.8	1,662,613	1,639,139	1.4	854	872	-2.1
The Peoples Gas Lt. & Cpke Co.	4,605,611	5,494,799 ^{1/}	-16.2	60,274,214	60,039,947 ^{1/}	0.4	39,005	42,083 ^{1/}	-7.3
Pub. Ser. Co. of No. Illinois	749,184	839,060	-10.7	7,544,678	7,530,844	0.2	7,823	8,468	-7.6
Union Elec. Co. of Illinois	20,134	19,872	1.3	149,908	143,577	4.4	361	350	3.1
Union Gas & Elec. Company	45,472	46,637	-2.5	255,684	259,539	-1.5	521	536	-2.8
Western United Gas & Elec. Co.	413,249	422,092	-2.1	3,488,871	3,378,357	3.3	4,430	3,036	45.9

* Includes sales to commercial customers using gas for space-heating.

^{1/} Revised since publication of Research Bulletin No. 38.

Table 5. (Continued)
ILLINOIS GAS UTILITIES
TOTAL COMMERCIAL SALES*

	REVENUE PER THERM		THERMS PER CUSTOMER		REVENUE PER CUSTOMER		% TOTAL SALES TO ULTIMATE CONSUMERS	
	1943	1942	1943	1942	1943	1942	1943	1942
							REV	THERMS
TOTAL 12 COMPANIES	8.76¢	10.01¢	1,257	1,197 ^{1/}	\$110.13	\$119.83 ^{1/}	11.4%	9.0%
TOTAL 12 COMPANIES, ex. of The Peoples Gas Lt. & Coke Co.	11.35	12.07	878	864	99.71	104.27	9.4	5.7
Cent. Ill. Elec. & Gas Company	14.66	14.66	733	700	107.49	102.55	9.5	7.3
Central Illinois Light Company	10.19	10.55	1,190	1,124	121.29	118.55	10.5	6.0
Cent. Ill. Pub. Ser. Company	8.27	8.50	1,335	1,201	110.42	102.07	21.0	24.3
Ill. Northern Utilities Company	16.02	17.40	412	391	66.00	68.09	7.3	1.9
Illinois Power Company	13.96	14.32	633	585	88.39	83.73	14.8	11.5
Iowa-Illinois Gas & Elec. Co.	11.13	13.65	590	570	65.68	77.84	9.0	4.8
North Shore Gas Company	14.19	14.28	1,947	1,880	276.31	268.50	14.0	15.5
The Peoples Gas Lt. & Coke Co.	7.64	9.15	1,545	1,427 ^{1/}	118.08	130.57 ^{1/}	13.3	12.2
Pub. Ser. Co. of No. Illinois	9.93	11.14	964	889	95.77	99.09	6.2	3.2
Union Elec. Co. of Illinois	13.43	13.84	415	410	55.77	56.78	15.1	20.2
Union Gas & Elec. Company	17.78	17.97	491	484	87.28	87.01	14.6	16.5
Western United Gas & Elec. Co.	11.84	12.49	788	1,113	93.28	139.03	8.2	6.9

* Includes sales to commercial customers using gas for space-heating.

^{1/} Revised since publication of Research Bulletin No. 38.

Table 6.

ILLINOIS GAS UTILITIES
INDUSTRIAL NON-INTERRUPTIBLE

	REVENUE		THERMS		AVERAGE		REVENUE		% TOTAL SALES TO	
	1943		1942		1943		1942		ULTIMATE CONSUMERS	
		Change		Change		Change		Change	1943	1942
TOTAL 12 COMPANIES	\$7,646,943	\$6,781,629 ^{1/}	109,233,633 ^{1/}	28.0%	7,843	7,827 ^{1/}	5.47%	6.21% ^{1/}	11.6%	14.6%
TOTAL 12 COMPANIES, ex. of The Peoples Gas Lt. & Coke Co.	2,559,284	2,026,112	33,407,280	42.0	965	945	5.39	6.06	8.2	10.2
Cent. Ill. Elec. & Gas Co.	413,773	342,755	5,378,898	24.0	182	178	7.69	7.90	23.9	35.2
Central Illinois Light Co.	93,149	87,044	1,350,774	8.6	66	65	6.90	7.00	2.7	2.3
Cent. Ill. Pub. Ser. Co.	12,232	8,777	320,720	60.3	1	2	3.81	4.30	1.0	2.6
Ill. Northern Utilities Co.	92,486	43,192	1,534,037	190.0	46	41	6.03	8.17	10.9	7.5
Illinois Power Company	67,847	78,900	592,510	-15.8	87	82	11.45	11.21	1.8	1.7
Iowa-Illinois Gas & Elec. Co.	398,600	417,449	8,580,443	18.6	42	43	4.65	5.77	28.3	35.7
North Shore Gas Company	100,464	90,295	911,482	11.3	63	57	11.02	11.06	5.9	8.5
The Peoples Gas Lt. & Coke Co.	5,087,659	4,755,517 ^{1/}	75,826,353 ^{1/}	21.8	6,878	6,882 ^{1/}	5.51	6.27 ^{1/}	14.6	18.6
Pub. Ser. Co. of No. Illinois	882,921	552,837	16,476,728	77.3	353	357	5.36	5.95	7.4	7.0
Union Elec. Co. of Illinois	1,627	1,026	14,380	66.9	5	4	11.31	11.91	1.2	1.9
Union Gas & Electric Co.	12,607	13,536	83,655	-6.5	17	17	16.11	16.18	4.0	5.0
Western United Gas & Elec. Co.	483,578	390,301	12,203,770	36.3	103	99	3.96	4.36	9.6	23.9

^{1/} Revised since publication of Research Bulletin No. 38.

Table 7.
ILLINOIS GAS UTILITIES
INDUSTRIAL INTERRUPTIBLE

	REVENUE		THERMS		AVERAGE		REVENUE		PER THERM		TOTAL SALES TO ULT. CON.	
	1943		1942		1943		1942		1943		1943	
		% Change.		% Change.		% Change.		% Change.		% Change.	REV	% OF
TOTAL 12 COMPANIES ^{1/}	\$7,775,390		\$8,037,070	-3.3%	409,670,604		449,507,958	-8.9%	162	150	1.90¢	11.8%
TOTAL 12 COMPANIES, ex. of The Peoples Gas Lt. & Coke Co. ^{1/}	4,718,845		4,243,297	11.2	229,824,972		208,089,534	10.4	153	140	2.05	15.0
Cent. Ill. Elec. & Gas Co.	71,032		22,542	215.1	3,335,990		946,680	252.4	2	1	2.13	4.1
Central Illinois Light Co.	677,818		670,720	1.1	33,054,755		32,596,538	1.4	9	8	2.05	20.0
Cent. Ill. Pub. Ser. Co.	82,930		71,347	16.2	3,329,667		2,849,403	16.9	2	1	2.49	7.1
Ill. Northern Utilities Co.	316,925		212,740	49.0	16,680,240		11,196,861	49.0	1	1	1.90	37.3
Illinois Power Company	397,941		268,500	48.2	13,821,317		9,231,103	49.7	80	71	2.88	10.8
Iowa-Illinois Gas & Elec. Co.	236,478		187,804	25.9	9,296,930		7,291,966	27.5	15	14	2.54	16.8
The Peoples Gas Lt. & Coke Co.	3,056,545		3,793,773	-19.4	179,845,632		241,418,424	-25.5	9	10	1.70	8.8
Pub. Ser. Co. of No. Illinois	2,873,939		2,722,835	5.5	145,654,924		137,555,860	5.9	42	42	1.97	24.0
Western United Gas & Elec. Co.	61,782		86,809	-28.8	4,651,149		6,421,123	-27.6	2	2	1.33	1.2

^{1/} Except that North Shore Gas Company, Union Electric Company of Illinois and Union Gas & Electric Company, three of the twelve companies report no Industrial Interruptible Sales in either year.

^{2/} No Industrial Interruptible Sales reported prior to February, 1942, consequently these figures represent eleven months operation.

Table 8.
ILLINOIS GAS UTILITIES
PUBLIC STREET & HIGHWAY LIGHTING

	REVENUE			THERMS			AVERAGE NUMBER OF CUSTOMERS			REVENUE PER THERM		% TOTAL SALES ULTIMATE CONSUMPTION	
	1943			1942			1943			1943		1942	
			% Change			% Change						REV	THE
TOTAL 12 COMPANIES ^{1/}	\$30,951	\$31,329	-1.2%	461,591	461,070	0.1%	3	3	0.0%	6.71¢	6.79¢	2/	2/
TOTAL 12 COMPANIES, ex. of The Peoples Gas Lt. & Coke Co. ^{1/}	3,170	3,575	-11.3	27,509	27,421	0.3	2	2	-0.0	11.52	13.04	2/	2/
North Shore Gas Company	2,219	2,230	-0.5	16,517	15,341	7.7	1	1	-0.0	13.43	14.54	0.1	0.1
The Peoples Gas Lt. & Coke Co.	27,781	27,754	0.1	434,082	433,649	0.1	1	1	-0.0	6.40	6.40	0.1	0.1
Pub. Ser. Co. of No. Illinois	951	1,345	-29.3	10,992	12,080	-9.0	1	1	0.0	8.65	11.13	2/	2/

^{1/} Except that Central Illinois Electric & Gas Company, Central Illinois Light Company, Central Illinois Public Service Company, Illinois Power Company, Illinois Northern Utilities Company, Iowa-Illinois Gas & Electric Company, Union Electric Company of Illinois, Union Gas & Electric Company and Western United Gas & Electric Company, nine of the twelve companies, reported no Public Street and Highway Lighting Sales in either year.

^{2/} Less than one-tenth of one per cent.

Table 9.
ILLINOIS GAS UTILITIES
OTHER SALES TO PUBLIC AUTHORITIES

	REVENUE		% Change		THERMS		% Change		AVERAGE NUMBER OF CUSTOMERS		% Change		REVENUE PER THERM		REV	1943	THERM	% TOTAL SALES TO ULTIMATE CONSUMER
	1943	1942			1943	1942			1943	1942			1943	1942				
TOTAL 12 COMPANIES ^{1/}	\$84,803	\$62,671	35.3%	:	1,064,896	676,134	57.5%	:	123	147	-16.3%	:	7.96¢	9.27¢	0.1%		0.1%	
TOTAL 12 COMPANIES, ex. of The Peoples Gas Lt. & Coke Co. ^{1/}	38,202	27,481	39.0	:	377,722	273,185	38.3	:	116	142	-18.3	:	10.11	10.06	0.1		0.1	
Cent. Ill. Elec. & Gas Co.	23,685	12,482	89.8	:	207,603	104,050	99.5	:	73	73	0.0	:	11.41	12.00	1.3		1.4	
The Peoples Gas Lt. & Coke Co.	46,601	35,190	32.4	:	687,174	402,949	70.5	:	7	5	40.0	:	6.78	8.73	0.1		0.1	
Pub. Ser. Co. of No. Ill.	6,279	8,102	-22.5	:	96,046	106,674	-10.0	:	4	4	0.0	:	6.54	7.60	2/		2/	
Union Gas & Elec. Company	3,986	3,812	4.6	:	21,273	20,373	4.4	:	26	25	4.0	:	18.74	18.71	1.3		1.4	
Western United Gas & Elec. Co.	4,252	3,085	37.8	:	52,800	42,088	25.5	:	13	40	-67.5 ^{3/}	:	8.05	7.33	0.1		0.1	

1/ Except that Central Illinois Light Company, Central Illinois Public Service Company, Illinois Power Company, Illinois Northern Utilities Company, North Shore Gas Company, Iowa-Illinois Gas and Electric Company and Union Electric Company of Illinois, seven of the twelve companies, reported no Other Sales to Public Authorities in either year.

2/ Less than one-tenth of one per cent.

3/ Decrease due to a change in the method of counting customers.

ILLINOIS GAS UTILITIES

TOTAL SALES TO ULTIMATE CONSUMERS*

	REVENUE		THERMS		AVERAGE		REVENUE	
	1943		1942		NUMBER OF CUSTOMERS		PER THERM	
		% Change		% Change	1943	1942	1943	1942
TOTAL 12 COMPANIES	\$66,176,615	-1.7%	\$67,338,091	0.7%	1,455,830	1,450,057	6.91¢	7.08¢
TOTAL 12 COMPANIES, ex. of								
The Peoples Gas Lt. & Coke Co.	31,443,207	3.9	30,270,209	10.7	589,958	582,098	6.80	7.25
Cent. Ill. Elec. & Gas Company	1,727,447	9.4	1,578,447	31.6	35,982	35,430	11.31	13.61
Central Illinois Light Company	3,388,635	3.0	3,289,962	2.8	57,898	57,262	5.85	5.83
Cent. Ill. Pub. Ser. Company	1,171,293	5.1	1,114,515	9.3	25,942	25,732	9.59	9.97
Illinois Northern Utilities Co.	850,891	20.7	705,175	47.9	16,708	16,495	4.16	5.09
Illinois Power Company	3,701,392	6.8	3,465,468	19.2	95,544	94,519	10.83	12.08
Iowa-Illinois Gas & Elec. Co.	1,410,166	-2.0	1,438,216	18.5	24,074	23,308	5.88	7.10
North Shore Gas Company	1,692,362	3.4	1,637,157	3.9	27,042	27,048	15.81	15.90
The Peoples Gas Lt. & Coke Co.	34,733,207	-6.3	37,067,882	-7.1	865,872	867,959	7.00	6.95
Pub. Ser. Co. of No. Illinois	11,998,875	4.3	11,504,649	9.0	183,636	180,414	5.12	5.35
Union Elec. Co. of Illinois	133,398	6.1	125,676	9.3	5,184	5,086	17.95	16.50
Union Gas & Elec. Company	312,068	0.6	310,290	0.7	9,885	9,848	20.12	20.14
Eastern United Gas & Elec. Co.	5,056,881	-0.9	5,100,654	5.6	108,063	106,956	9.92	10.57

* See footnotes on supporting tables, preceding.
 1/ Less than one-tenth of one per cent decrease.

Table 11.
ILLINOIS GAS UTILITIES
SALES TO OTHER GAS UTILITIES

	REVENUE		% Change		TERMS		% Change		AVERAGE NUMBER OF CUSTOMERS		% Change		REVENUE PER THERM	
	1943	1942			1943	1942			1943	1942			1943	1942
TOTAL 12 COMPANIES ^{1/}	\$1,840,493	\$2,253,837	-18.3%		88,224,618	80,745,932	9.3%		3	4	-25.0%		2.09¢	2.79¢
TOTAL 12 COMPANIES, ex. of The Peoples Gas Lt. & Coke Co. ^{1/}	40,514	38,632	4.9		1,701,048	1,619,260	5.1		2	3	-33.3		2.38	2.39
The Peoples Gas Lt. & Coke Co.	1,799,979	2,215,205	-18.7		86,523,570	79,126,672	9.3		1	1	0.0		2.08	2.80
Pub. Ser. Co. of No. Illinois	40,514	36,180	12.0		1,701,048	1,582,824	7.5		2	2	0.0		2.38	2.29
Western United Gas & Elec. Co.	<u>2/</u>	2,452	-		<u>2/</u>	36,436	-		<u>2/</u>	1	-		<u>2/</u>	6.73

^{1/} Except that Central Illinois Electric and Gas Company, Central Illinois Light Company, Central Illinois Public Service Company, Illinois Northern Utilities Company, Illinois Power Company, North Shore Gas Company, Iowa-Illinois Gas and Electric Company, Union Electric Company of Illinois and Union Gas and Electric Company, nine of the twelve companies reported no Sales to Other Gas Utilities in either year.

^{2/} No Sales to Other Gas Utilities reported for 1943.

Table 12.
ILLINOIS GAS UTILITIES
INTERDEPARTMENTAL SALES

	REVENUE		THERMS		AVERAGE, NUMBER OF CUSTOMERS		REVENUE PER THERM	
	1943	1942	1943	1942	1943	1942	1943	1942
		% Change		% Change		% Change		
TOTAL 12 COMPANIES ^{1/}	\$6,822	7.8%	141,705	13.0%	-	-	4.81	5.04
TOTAL 12 COMPANIES, ex. of The Peoples Gas Lt. & Coke Co. ^{1/}	6,822	7.8	141,705	13.0	-	-	4.81	5.04
Central Illinois Light Co.	3,994	5.3	64,529	8.8	-	-	6.19	6.40
Illinois Power Company	2,828	11.6	77,176	16.7	-	-	3.66	3.83

^{1/} Except that Central Illinois Electric and Gas Company, Central Illinois Public Service Company, Illinois Northern Utilities Company, North Shore Gas Company, The Peoples Gas Light and Coke Company, Iowa-Illinois Gas and Electric Company, Public Service Company of Northern Illinois, Union Electric Company of Illinois, Union Gas and Electric Company and Western United gas and Electric Company, ten of the twelve companies reported no Interdepartmental Sales in either year.

Table 13.
ILLINOIS GAS UTILITIES
TOTAL GAS SALES*

	REVENUE			THERMS			AVERAGE			REVENUE	
	PER THERM			NUMBER OF CUSTOMERS			PER THERM				
	1943	1942	% Change	1943	1942	% Change	1943	1942	% Change	1943	1942
TOTAL 12 COMPANIES	\$68,023,930	\$69,598,255	-2.3%	1,046,715,865	1,032,205,044	1.4%	1,455,833	1,450,061	0.4%	6.50¢	6.74¢
TOTAL 12 COMPANIES, ex. of The Peoples Gas Lt. & Coke Co.	31,490,744	30,315,168	3.9	464,144,473	419,403,833	10.7	589,960	582,101	1.4	6.78	7.23
Cent. Ill. Elec. & Gas Co.	1,727,447	1,578,447	9.4	15,272,917	11,601,442	31.6	35,982	35,430	1.6	11.31	13.61
Central Illinois Light Co.	3,392,629	3,293,755	3.0	58,001,818	56,445,352	2.8	57,898	57,262	1.1	5.85	5.84
Cent. Ill. Pub. Ser. Co.	1,171,293	1,114,515	5.1	12,219,489	11,176,678	9.3	25,942	25,732	0.8	9.59	9.97
Ill. Northern Utilities Co.	850,891	705,175	20.7	20,476,344	13,847,098	47.9	16,708	16,495	1.3	4.16	5.09
Illinois Power Company	3,704,220	3,438,002	6.8	34,264,010	28,755,767	19.2	95,544	94,519	1.1	10.81	12.06
Iowa-Illinois Gas & Elec. Co.	1,410,166	1,438,216	-2.0	24,000,916	20,258,213	18.5	24,074	23,308	3.3	5.88	7.10
North Shore Gas Company	1,692,362	1,637,157	3.4	10,701,487	10,297,304	3.9	27,042	27,048	1/	15.81	15.90
The Peoples Gas Lt. & Coke Co.	36,533,186	39,283,087	-7.0	582,571,392	612,801,211	-4.9	865,873	867,960	-0.2	6.27	6.41
Pub. Ser. Co. of No. Illinois	12,039,389	11,540,829	4.3	235,933,609	216,493,232	9.0	183,638	180,416	1.8	5.10	5.33
Union Elec. Co. of Illinois	133,398	125,676	6.1	743,029	679,382	9.4	5,184	5,086	1.9	17.95	18.50
Union Gas & Elec. Company	312,068	310,290	0.6	1,551,012	1,540,675	0.7	9,885	9,848	0.4	20.12	20.14
Western United Gas & Elec. Co.	5,056,881	5,103,106	-0.9	50,979,842	48,308,690	5.5	108,063	106,957	1.0	9.92	10.56

* See footnotes on supporting tables, preceding.
1/ Less than one-tenth of one per cent decrease.

Table 14.
ILLINOIS GAS UTILITIES
OTHER GAS REVENUE

	REVENUE		% Change
	1943	1942	
TOTAL 12 COMPANIES	\$788,685	\$891,777 ^{1/}	-11.6%
TOTAL 12 COMPANIES, ex. of The Peoples Gas Lt. & Coke Co.	307,593	342,311 ^{1/}	-10.1
Cent. Ill. Elec. & Gas Co.	9,206	9,669	-4.8
Cent. Illinois Light Company	42,219	41,359	2.1
Cent. Ill. Pub. Ser. Company	6,258	8,971	-30.2
Ill. Northern Utilities Co.	6,707	8,564	-21.7
Illinois Power Company	42,221	50,278	-16.0
Iowa-Illinois Gas & Elec. Co.	16,297	14,193	14.8
North Shore Gas Company	33,890	35,679 ^{1/}	-5.0
The Peoples Gas Lt. & Coke Co.	481,092	549,466	-12.4
Pub. Ser. Co. of No. Illinois	100,196	111,450	-10.1
Union Elec. Co. of Illinois	2,992	3,232	-7.4
Union Gas & Electric Company	8,179	6,342	29.0
Western United Gas & Elec. Co.	39,428	52,574	-25.0

^{1/} Revised since publication of Research Bulletin No. 38.

Table 15.
ILLINOIS GAS UTILITIES
TOTAL GAS OPERATING REVENUE*

	REVENUE		% Change
	1943	1942	
TOTAL 12 COMPANIES	\$68,812,615	\$70,490,032 ^{1/}	-2.4%
TOTAL 12 COMPANIES, ex. of The Peoples Gas Lt. & Coke Co.	31,798,337	30,657,479 ^{1/}	3.7
Cent. Ill. Elec. & Gas Company	1,736,653	1,588,116	9.4
Central Illinois Light Company	3,434,848	3,335,114	3.0
Cent. Ill. Pub. Ser. Company	1,177,551	1,123,486	4.8
Ill. Northern Utilities Company	857,598	713,739	20.2
Illinois Power Company	3,746,441	3,518,280	6.5
Iowa-Illinois Gas & Elec. Co.	1,426,463	1,452,409 ^{1/}	-1.8
North Shore Gas Company	1,726,252	1,672,836 ^{1/}	3.2
The Peoples Gas Lt. & Coke Co.	37,014,278	39,932,553	-7.1
Pub. Ser. Co. of No. Illinois	12,139,585	11,652,279	4.2
Union Elec. Co. of Illinois	136,390	128,908	5.8
Union Gas & Elec. Company	320,247	316,632	1.1
Western United Gas & Elec. Co.	5,096,309	5,155,680	-1.2

* See footnotes on supporting tables, preceding.

^{1/} Revised since publication of Research Bulletin No. 38.



Dwight H. Green, Governor

ILLINOIS GAS UTILITIES

A Comparative Study of 1944 Sales

Research Bulletin No.41

John D. Biggs, Chairman

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ILLINOIS COMMERCE COMMISSION
RATES AND RESEARCH SECTION

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ILLINOIS GAS UTILITIES

A Comparative Study of 1944 Sales

As Reported by the Twelve Largest Illinois Gas
Utilities which Account for Approximately 99%
of All Gas Sold to Ultimate Consumers in
Illinois Under the Jurisdiction of the
Illinois Commerce Commission

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ILLINOIS COMMERCE COMMISSION
Rates and Research Section
Springfield, Illinois

April 30, 1945

This study as prepared and presented to the Commission by the Rates and Research Section of the Commission, provides a timely analysis of gas sales in Illinois on a comparative basis for the years 1944 and 1943.

The textual part of the report discusses briefly the principal points of interest, but no attempt has been made to determine the reasonableness or unreasonableness of the facts shown. The study continues the series of annual analyses of gas sales began a number of years ago, and in addition provides a permanent and historical reference of sales reported by the principal gas utilities subject to the jurisdiction of the Illinois Commerce Commission.

John D. Biggs

John D. Biggs
Chairman
ILLINOIS COMMERCE COMMISSION

INTRODUCTORY CONSIDERATIONS

1. Scope of Study

This study is the twelfth of a series of gas sales analyses which began with Research Bulletin No. 6 in 1933.^{1/} It presents a comparative analysis for the years 1944 and 1943, with respect to the twelve largest public utility companies furnishing gas service in the State of Illinois. The operations of these twelve companies account for approximately 99% of the total public utility gas business in the State. Following are the twelve companies considered:

Central Illinois Electric & Gas Company,
Central Illinois Light Company,
Central Illinois Public Service Company,
Illinois Northern Utilities Company,
Illinois Power Company,
Iowa-Illinois Gas & Electric Company,
North Shore Gas Company,
Public Service Company of Northern Illinois,
The Peoples Gas Light & Coke Company,
Union Electric Company of Illinois,
Union Gas & Electric Company, and
Western United Gas & Electric Company.

The amount of revenue, the volume of sales expressed in therms and the average number of customers are stated in Tables Nos. 1 to 15, inclusive, for each class of service for each company. Totals both inclusive and exclusive of The Peoples Gas Light and Coke Company are presented together with the pertinent ratios, such as the percentage of change from 1943, the amount of revenue per therm, therms consumed per customer and revenue per customer.

In Tables Nos. 2 to 10, inclusive, revenue and therm sales from each class of consumer sales are expressed as a percentage of total sales to ultimate consumers for the aggregate totals and for each individual company for the year 1944.

2. Sources of Information

The basic data for both 1943 and 1944 were taken from the companies' monthly reports for December, 1944, which contains comparable sales information for the years ended December 31, 1943 and December 31, 1944. The information contained in such reports is subject to audit adjustments but past experience indicates that only minor changes may be expected with respect to sales data reported in the monthly statements.

^{1/} See Research Bulletins Nos. 6, 15, 19, 21, 25, 28, 31, 33, 35, 38 and 40.

3. Accounting Considerations

All of the companies considered by this study now use a Uniform System of Accounts as prescribed by the Commission's General Order 143. This system of accounts provides an item designated as Account 607 - Interdepartmental Sales. For the purpose of this study, as in prior Research Bulletins, these interdepartmental sales have not been considered as sales to ultimate consumers. Also provided by the Uniform System of Accounts is Account 608 - Other Sales, which does not affect this study for the reason that none of the twelve companies reported such sales.

4. Other Considerations

The segregation of Residential Sales exclusive of Space-heating (Table 3) and Residential Space-heating sales (Table 4) must be interpreted in the light of the fact that Residential Space-heating sales includes all sales made through one meter under a combination rate for all domestic purposes including space-heating and are accounted for entirely as space-heating sales, whereas Residential Sales, exclusive of Space-heating, includes only those sales of gas to residential customers that are not classified as Residential Space-heating customers.

It should be noted that comparison between companies is subject to the fact that operating conditions, operating practices, rate structures and application and statistical methods differ in the various companies.

This study continues the policy of only setting forth the facts as determined by the statistical tables and no attempt has been made to criticize the data shown.

GAS SALES BY CLASS OF SERVICE

1. Comparative Consolidated Summary, Table 1, pages 13 and 14.

This table summarizes the total revenue, therm sales and the average number of customers for each class of service together with the relative ratios and percentage of change of 1944 sales from those of 1943. Discussion of this information is confined to that for the more important classes of service that follow.

2. Total Operating Revenue, Table 15, page 32.

The total operating revenue of the twelve companies rose from \$68,812,615 in 1943 to \$70,275,482 in 1944, an increase of 2.1%. Ex-

clusive of The Peoples Gas Light and Coke Company's operations the total operating revenue increased from \$31,798,337 in 1943 to \$32,637,451 in 1944, an increase of 2.6%. This would indicate that the rate of increase for the metropolitan area of Chicago was a fraction less than the rest of the State. All of the twelve companies reported increases in total operating revenue ranging from a low of 0.3% for the Illinois Northern Utilities Company to a high of 9.3% for the Central Illinois Electric and Gas Company.

5. Other Gas Operating Revenue, Table 14, page 31.

This classification consists chiefly of customer's forfeited discounts and rents and accounts for only approximately 1.1% of total operating revenue.

4. Total Gas Sales, Table 13, page 30.

Total revenue from gas sales for the twelve companies amounted to \$69,451,703 in 1944, an increase of 2.1% from the \$68,023,930 reported for the year 1943. Therm sales rose 2.2% while the average number of customers increased 1.1%.

5. Interdepartmental Sales, Table 12, page 29.

Only two companies reported such sales for the year 1944 and each of the companies registered a decrease in both revenue and therm sales.

6. Sales to Other Gas Utilities, Table 11, page 28.

Sales of the two companies reporting wholesale sales in this classification amounted to \$1,779,979 in revenue and 88,158,464 in therms for the year 1944, a decline of 3.3% and 0.1%, respectively, from the previous year.

7. Total Sales to Ultimate Consumers, Table 10, page 27.

Revenue from the sale of gas to ultimate consumers totalled \$67,665,782 in 1944, a 2.3% gain over the \$66,176,615 reported for the year 1943. All twelve companies reported increases in revenue ranging from a low of 0.3% for the Illinois Northern Utilities Company to a high of 9.4% for the Central Illinois Electric and Gas Company. The Peoples Gas Light and Coke Company's revenue increased from \$34,733,207 in 1943 to \$35,405,238 in 1944, an increase of 1.9%.

The total therms sold to ultimate consumers amounted to 981,668,315 in 1944, an increase of 2.4% over the 958,349,542 reported in 1943. During the same period of comparison the average

number of customers rose from 1,455,830 to 1,471,759, an increase of 1.1%. The aggregate ultimate consumer increases totalled \$1,489,167 in revenue, 23,318,775 therms and 15,929 customers. Nine of the twelve companies reported increases in therm sales, while all companies registered gains in the average number of customers ranging from a low of 0.7% to a high of 3.9%.

Exclusive of The Peoples Gas Light and Coke Company's sales data revenue, therm sales and the average number of customers increased 2.6%, 1.2% and 1.4%, respectively. The Peoples Gas Light and Coke Company accounts for approximately 52% of all revenue and therm sales to ultimate consumers for the twelve companies reporting to the Commission.

Average revenue per therm from total sales to ultimate consumers was 6.89¢ in 1944, a slight decline from the 6.91¢ registered in 1943. Exclusive of The Peoples Gas Light and Coke Company's sales data, the average revenue per therm increased from 6.80¢ in 1943 to 6.90¢ in 1944. Seven of the twelve companies registered decreases in average revenue per therm ranging from 0.09¢ to 0.65¢, while one company's average remained the same for both years. The remaining four companies recorded increases of 0.63¢, 0.37¢, 0.13¢ and 0.04¢.

8. Total Residential Sales, Table 2, pages 15 and 16.

Total revenue for 1944 over 1943 increased 0.7%, while therm sales decreased 0.3%. Average number of customers registered an increase of 1.1%. However, inasmuch as this classification is broken down between Residential Sales, exclusive of Space-heating, and Residential Space-heating Sales as shown by Tables Nos. 3 and 4, further discussion of the total residential sales accounts seems unnecessary.

9. Residential Sales, Exclusive of Space-heating, Table 3, pages 17 and 18.

The sale of gas to residential customers for all domestic purposes is included in this class of service, except those classified as residential space-heating sales (see Table 4, pages 19 and 20).

Residential Sales, exclusive of Space-heating sales, accounted for 49.4% of revenue from total sales to ultimate consumers for the twelve companies reporting in 1944, while the therm sales in this classification accounted for only 20.1% of the total therms sold to

ultimate consumers. This class of service also contributed 90.0% of the total gas customers in the State. These percentages indicate that residential sales is the principal source of revenue, although only consuming about one-fifth the gas sold to ultimate consumers.

Revenue from Residential Sales, exclusive of Space-heating Sales rose from \$32,578,387 in 1943 to \$33,447,945 in 1944, a gain of 2.7%. During the same period of comparison therm sales and the average number of customers increased 3.7% and 1.2%, respectively. The increase in customers of 15,952 apparently accounted for the increase in revenue and the physical volume of sales of \$869,558 and 7,012,839 therms, respectively. All twelve companies registered gains in revenue ranging from a low of 1.5% for The Peoples Gas Light and Coke Company to a high of 6.3% for the Central Illinois Public Service Company. During the same period of comparison increases were registered for all twelve companies in therm sales and the average number of customers.

Exclusive of The Peoples Gas Light and Coke Company's sales data the remaining companies' aggregate revenue, therm sales and average number of customers increased 4.1%, 4.5% and 1.5%, respectively. This would indicate that the rate of increase percentagewise for The Peoples Gas Light and Coke Company is a little below the average for the State.

The average revenue per therm for domestic sales recorded a drop of 0.16¢. Ten of the twelve companies registered decreases in revenue per therm ranging from 0.04¢ to 0.85¢, while the other two companies, Central Illinois Light Company and North Shore Gas Company recorded identical increases of 0.03¢.

Average usage per customer increased from 145 therms in 1943 to 148 therms in 1944 for total domestic sales exclusive of space-heating. Each individual company recorded gains ranging from a low of one therm to a high of eight therms.

Revenue per customer also showed a slight increase of 1.4% or from \$24.69 in 1943 to \$25.05 in 1944. For the individual companies, revenue per customer ranged from \$22.37 for the Union Electric Company of Illinois to \$40.95 for the North Shore Gas Company.

The percentage relationship of residential sales to ultimate

consumer sales shows that Union Electric Company's residential revenue constituted about 77% of ultimate consumer revenue, which was the highest for the twelve companies. Iowa-Illinois Gas and Electric Company registered the lowest ratio of 35%. Similar analysis for the physical volume of sales indicates that Union Gas and Electric Company's residential therm sales comprised about 71% of ultimate consumer therm sales, while Illinois Northern Utilities Company's ratio of 10% was the lowest.

10. Residential Space-heating Sales, Table 4, pages 19 and 20.

Various factors in 1944 were instrumental in affecting the decreases recorded in this class of business in 1944 as compared to 1943. For instance, the mean temperature in Illinois for the year 1943 was 52.4 degrees as compared to 53.7 degrees for 1944.^{1/} In addition customers using gas for space-heating purposes were requested to be as economical as possible in order to conserve the supply of natural gas. Finally there was a slight decrease in the number of customers, whereas in former years there was a steady increase indicating perhaps the effect of priorities necessary to secure heating units and materials in 1944.

Although only a small percentage (4.0%) of residential customers use gas for space-heating this class of service accounted for 14.7% of total revenue from sales to ultimate consumers; it also accounted for 12.5% of total ultimate consumer therm sales. For the individual companies these percentages of total sales to ultimate consumers showed a wide variation, ranging from a low of 0.3% in revenue for Illinois Northern Utilities Company to a high of 26.0% for Public Service Company of Northern Illinois. The percentages of therm sales also varied accordingly.

Total revenue from residential space-heating sales amounted to \$9,949,049 in 1944, a decrease of 5.6% from the \$10,534,688 reported in 1943. Therm sales decreased from 130,870,210 in 1943 to 122,862,765 in 1944, a decline of 6.1%, while the average number of customers showed a decrease of only 0.4%.

Fifty-nine thousand five hundred sixty-one residential space-heating customers paid an average of 8.10¢ per therm for service in 1944, slightly more than the 8.05¢ average in 1943. Average use per

^{1/} See Climatological Data, U.S. Department of Commerce, Weather Bureau, Illinois Section, Vol. XLIX, No. 13.

customer decreased from 2,137 therms in 1943 to 2,063 in 1944; the average annual bill decreased from \$176.08 in 1943 to \$167.04 in 1944, a decrease of \$9.04 per customer.

11. Commercial Sales, Table 5, pages 21 and 22.

This class of service in the aggregate accounted for approximately 11.3% of the revenue and 9.0% of the therms as its proportion of total sales to ultimate consumers in 1944. Similar individual company ratios varied from 21.4% to 8.1% for revenue and from 24.1% to 2.2% for therms.

Included in this class are sales for space-heating, summer off-peak water heating in office buildings and a wide variety of other so-called commercial uses. The economics of war and temperature all have had their effect on sales in this category with respect to 1944 during which time the revenue and therm sales showed a rise of 0.5% and 2.2%, respectively, while the average number of customers decreased 0.1%. A total of 68,695 customers in 1944 paid an average of 8.62¢ per therm for an average usage of 1,285 therms of gas, or an annual bill of \$110.79. Excluding The Peoples Gas Light and Coke Company from that for all twelve companies reveals the average rate to be 11.32¢ per therm, average annual consumption per customer 909 therms and average annual bill \$102.98 resulting from sales to 29,941 commercial customers.

Of the twelve companies reporting commercial sales, two reported decreases in revenue, although with the exception of one company, all others show increases in their physical volume of sales but to a larger degree than those recorded during the 1943-1942 period of comparison.

12. Industrial Non-interruptible Sales, Table 6, page 23.

Gas sold to customers in this class includes firm gas sold for manufacturing and other industrial purposes.

In 1944 this class of business made larger gains than any other class when compared to the year 1943, principally because of the continued and increased production activities of customers engaged in the manufacture of materials and supplies necessary to win the war.

Industrial non-interruptible sales revenue increased from \$7,645,316 in 1943 to \$8,772,445 in 1944, a gain of 14.7%, while

therm sales rose from 139,818,748 to 163,969,928, a rise of 17.3%. The average number of customers recorded a rise of 4.5% or from 7,338 to 8,189. Excluding The Peoples Gas Light and Coke Company's operations from the totals, the remaining companies registered increases in revenue and therm sales of 18.3% and 19.7%, respectively, while the average number of customers decreased 0.6%.

All of the eleven companies reporting sales in this classification recorded increases in revenue and therm sales, while three showed decreases in the number of customers.

Revenue per therm for the combined eleven companies averaged 5.35¢ in 1944, a decline of 0.12¢ from the 5.47¢ reported in 1943, while the individual company's average ranged from a low of 3.47¢ for Central Illinois Public Service Company to a high of 15.65¢ for the Union Gas and Electric Company.

13. Industrial Interruptible Sales, Table 7, page 24.

This class of service was responsible for 11.6% of total ultimate consumer revenue, while it accounted for 41.6% of total ultimate consumer therm sales. The total industrial interruptible customers averaged 168 for the year 1944 which was less than one-tenth of one per cent of the total ultimate consumer customers. It is evident from the above statement that this class of service is the largest consumer of gas, while it is third to residential sales in terms of revenue. The reason for the comparatively small amount of revenue from industrial sales results from a relatively low rate.

Although therm sales decreased from 409,670,604 in 1943 to 408,035,182 in 1944, a decrease of 0.4%, revenue increased from \$7,775,390 to \$7,828,378, an increase of 0.7%, and the average number of customers rose from 162 to 168, a gain of 3.7%. Excluding The Peoples Gas Light and Coke Company's sales data from the 1944-1943 totals reveals that for the remaining companies, revenue and therm sales decreased 0.4% and 1.5%, respectively, while the average number of customers increased 4.6%.

For the individual companies only three registered decreases in revenue and therm sales with only two recording decreases in the number of customers. The Peoples Gas Light and Coke Company recorded a loss of one customer during 1944, while therm sales increased from 179,845,632 in 1943 to 181,745,201 in 1944, an increase of 1,899,569

therms; for the same period of comparison revenue increased from \$3,056,545 to \$3,128,208, a gain of \$716,663, or 2.3%.

For all companies the average revenue per therm rose from 1.90¢ to 1.92¢, an increase of 0.02¢. Of the nine companies reporting this class of service, four recorded small decreases in average revenue per therm, while four reported increases and one remained the same. The lowest revenue per therm of 1.59¢ was recorded by Western United Gas and Electric Company, while the highest of 2.96¢ was reported by Illinois Power Company.

14. All Other Classes of Service, Tables 8 and 9, pages 25 and 26.

The combined sales of Public Street and Highway Lighting and Other Sales to Public Authorities accounted for less than one-half of one per cent of total revenue and therm sales to ultimate consumers.

Only three companies with one customer each reported Public Street and Highway Lighting. Total revenue amounted to \$31,942, a rise of 3.2% from the \$30,951 reported in 1943. Therm sales showed a small increase of 3.3% or from 461,591 in 1943 to 476,600 in 1944.

The four companies reporting Other Sales to Public Authorities recorded aggregate revenue of \$25,465, a decrease of 33.3% from the \$38,202 recorded for 1943. During the same period of comparison therm sales and the average number of customers decreased 31.0% and 0.5%, respectively.

Table 1. #
ILLINOIS GAS UTILITIES*
GAS SALES BY CLASS OF SERVICE**

	REVENUE			THERMS			AVERAGE		
	1944	1943	Change	1944	1943	Change	1944	1943	Change
TOTAL GAS OPERATING REVENUES	\$70,275,482	\$68,812,615	2.1%						
Other Gas Revenues	823,779	788,685	4.4						
Total Gas Sales	69,451,703	68,023,930	2.1	1,069,955,195	1,046,715,865	2.2%	1,471,762	1,455,833	1.1%
Interdepartmental Sales	5,942	6,822	-12.9	128,416	141,705	-9.4			
Sales to Other Gas Utilities	1,779,979	1,840,493	-3.3	88,158,464	88,224,618	-0.1	3	3	0.0
Total Sales to Ultimate Consumers	67,665,782	66,176,615	2.3	981,668,315	958,349,542	2.4	1,471,759	1,455,830	1.1
Total Residential Sales	43,396,994	43,113,075	1/	320,603,135	321,597,741	1/	1,394,635	1,378,951	1.1
Residential Sales, Ex. of Space-heating	33,447,945	32,578,387	2.7	197,740,370	190,727,531	3.7	1,335,074	1,319,122	1.2
Residential Space-heating Sales	9,949,049	10,534,688	-5.6	122,862,765	130,870,210	-6.1	59,561	59,829	-0.4
Total Commercial Sales	7,610,558	7,573,681	0.5	88,322,730	86,423,136	1/	68,695	68,760	1/
Industrial Non-interruptible	8,772,445	7,645,316	14.7	163,969,928	139,818,748	1/	8,189	7,838	1/
Industrial Interruptible	7,828,378	7,775,390	0.7	408,035,182	409,670,604	-0.4	168	162	3.7
Public St. & Highway Lighting	31,942	30,951	3.2	476,600	461,591	3.3	3	3	0.0
Other Sales to Public Authorities	25,465	38,202	1/	260,740	377,722	1/	69	116	1/
			-33.3			-31.0			-40.5

See footnotes on the following supporting tables.

* Twelve large companies. See page 3 for list.

** Inter-company transactions have not been eliminated.

1/ Revised since publication of Research Bulletin No. 40.

Table 1. # (Continued)
ILLINOIS GAS UTILITIES*
GAS SALES BY CLASS OF SERVICE**

	REVENUE PER THERM	% TOTAL OPERATING REVENUE		REV	% TOTAL SALES TO ULTIMATE CONSUMERS	
	1944	1944	1944		1944	THERMS
TOTAL GAS OPERATING REVENUES	-	100.00%	-	-	-	-
Other Gas Revenues	-	1.17	-	-	-	-
Total Gas Sales	6.49	98.83	-	-	-	-
Interdepartmental Sales	4.63	0.01	-	-	-	-
Sales to Other Gas Utilities	2.02	2.53	-	-	-	-
Total Sales to Ultimate Consumers	6.89	96.29	-	100.00%	-	100.00%
Total Residential Sales	13.54	61.75	-	64.13	-	32.66
Residential Sales, Ex. of Space-htg.	16.92	47.59	-	49.43	-	20.14
Residential Space-heating Sales	8.10	14.16	-	14.70	-	12.52
Total Commercial Sales	8.62	10.83	-	11.25	-	9.00
Industrial Non-interruptible	5.35	12.48	-	12.96	-	16.70
Industrial Interruptible	1.92	11.14	-	11.57	-	41.56
Public St. & Highway Lighting	6.70	0.05	-	0.05	-	0.05
Other Sales to Public Authorities	9.77	0.04	-	0.04	-	0.03

See footnotes on the following supporting tables.

* Twelve large companies. See page 3 for list.

** Inter-company transactions have not been eliminated.

Table 2.
ILLINOIS GAS UTILITIES
TOTAL RESIDENTIAL SALES

	REVENUE			THERMS			AVERAGE NUMBER OF CUSTOMERS		
	1944	1943	Change	1944	1943	Change	1944	1943	Change
TOTAL 12 COMPANIES	\$43,396,994	\$43,113,075	1/ 0.7%	320,603,135	321,597,741	1/ -0.3%	1,394,635	1,378,951	1/ 1.1%
TOTAL 12 COMPANIES, ex. of The Peoples Gas Lt. & Coke Co.	21,423,588	21,157,464	1.3	157,235,977	158,494,983	-0.8	567,091	558,972	1.5
Cent. Ill. Elec. & Gas Co.	1,108,061	1,055,467	5.0	5,454,066	5,235,473	4.2	34,447	34,204	0.7
Central Illinois Light Co.	2,269,898	2,262,408	0.3	19,757,339	20,045,351	-1.4	55,809	54,894	1.7
Cent. Ill. Pub. Ser. Co.	863,478	829,998	4.0	5,649,162	5,594,373	1.0	24,611	23,710	3.8
Illinois Northern Utilities Co.	399,456	378,979	5.4	1,977,807	1,871,954	5.7	16,008	15,714	1.9
Illinois Power Company	2,761,571	2,687,909	2.7	15,954,137	15,850,886	0.7	90,087	89,181	1.0
Iowa-Illinois Gas & Elec. Co.	651,624	647,731	0.6	4,977,219	4,979,080	2/ 0.3	22,707	22,078	2.8
North Shore Gas Company	1,374,441	1,353,711	1.5	8,133,166	8,110,875	0.3	26,283	26,124	0.6
The Peoples Gas Lt. & Coke Co.	21,973,406	21,955,611	1/ 0.1	163,367,158	163,102,758	1/ 0.2	827,544	819,979	1/ 0.9
Public Ser. Co. of No. Ill.	7,436,503	7,435,601	-0.7	62,806,719	64,449,193	-2.5	178,004	175,413	1.5
Union Elec. Co. of Illinois	116,789	111,637	4.6	623,305	578,741	7.7	4,928	4,818	2.3
Union Gas & Elec. Co.	260,449	250,003	4.2	1,245,742	1,195,805	4.2	9,531	9,321	2.3
Western United Gas & Elec. Co.	4,181,318	4,094,020	2.1	30,657,265	30,583,252	0.2	104,676	103,515	1.1

1/ Revised since publication of Research Bulletin No. 40

2/ Less than one-tenth of one per cent decrease.

Table 2. (Continued)
ILLINOIS GAS UTILITIES
TOTAL RESIDENTIAL SALES

	REVENUE		THERMS		REVENUE			% TOTAL SALES TO ULTIMATE CONSUMERS	
	PER THERM		PER CUSTOMER		PER CUSTOMER			1944	
	1944	1943	1944	1943	1944	1943		REV	THERMS
TOTAL 12 COMPANIES	13.54 ^{1/2}	13.41 ^{1/2}	.230	.233	\$31.12	\$31.27	1/	64.13%	32.66%
TOTAL 12 COMPANIES, ex. of The Peoples Gas Lt. & Coke Co.	13.63	13.35	.277	.284	37.78	37.85	:	66.41	33.61
Cent. Ill. Elec. & Gas Co.	20.32	20.16	158	153	32.17	30.86	:	58.65	32.42
Cent. Illinois Light Co.	11.49	11.29	354	365	40.67	41.21	:	66.00	33.62
Cent. Ill. Pub. Ser. Co.	15.29	14.84	230	236	35.09	35.01	:	69.25	41.64
Illinois Northern Utilities Co.	20.20	20.25	124	119	24.95	24.12	:	46.82	10.49
Illinois Power Company	17.31	16.96	177	178	30.65	30.14	:	70.02	42.31
Iowa-Illinois Gas & Elec. Co.	13.09	13.01	219	226	28.70	29.34	:	44.38	19.17
North Shore Gas Company	16.90	16.69	309	310	52.29	51.82	:	79.89	75.37
The Peoples Gas Lt. & Coke Co.	13.45	13.46	197	199	26.55	26.78	1/	62.06	31.79
Pub. Ser. Co. of No. Ill.	11.84	11.61	353	367	41.78	42.67	:	61.69	26.86
Union Elec. Co. of Illinois	18.74	19.29	126	120	23.70	23.17	:	83.21	76.82
Union Gas & Elec. Co.	20.91	20.91	131	128	27.33	26.82	:	79.27	75.94
Western United Gas & Elec. Co.	13.64	13.39	293	295	39.95	39.55	:	80.76	62.44

Table 3.

ILLINOIS GAS UTILITIES
RESIDENTIAL SALES, EXCLUSIVE OF SPACE-HEATING*

	REVENUE		THERMS		AVERAGE	
	1944	1943	Change	1944	1943	Change
TOTAL 12 COMPANIES	\$33,447,945	\$32,578,387	2.7%	197,740,370	190,727,531	1/
TOTAL 12 COMPANIES, ex. of The Peoples Gas Lt. & Coke Co.	15,097,052	14,504,194	4.1	79,987,131	76,525,007	4.5
Cent. Ill. Elec. & Gas Co.	991,184	933,340	6.2	4,344,002	4,043,417	7.4
Central Illinois Light Co.	1,468,759	1,432,662	2.5	8,280,313	8,087,396	2.4
Cent. Ill. Pub Ser. Co.	645,279	604,471	6.8	2,770,630	2,580,020	7.4
Ill. Northern Utilities Co.	397,134	376,541	5.5	1,949,745	1,842,743	5.8
Illinois Power Company	2,426,358	2,327,935	4.2	11,598,929	11,073,732	4.7
Iowa-Illinois Gas & Elec. Co.	514,957	500,299	2.9	3,191,170	3,008,338	3.3
North Shore Gas Company	1,027,771	997,336	3.1	4,708,961	4,574,738	2.9
The Peoples Gas Light & Coke Co.	18,350,893	18,074,193	1.5	117,753,239	114,202,524	1/
Pub. Ser. Co. of No. Ill.	4,304,988	4,159,336	3.5	24,959,164	23,921,962	4.3
Union Elec. Co. of Ill.	108,716	103,529	5.0	522,853	478,331	9.3
Union Gas & Elec. Co.	251,884	241,297	4.4	1,165,055	1,114,017	4.6
Western United Gas & Elec. Co.	2,960,122	2,827,448	4.7	16,496,309	15,729,313	4.9
				803,843	795,961	1/
				161,168	158,573	1.6
				4,859	4,750	2.3
				9,469	9,278	2.3
				97,618	96,450	1.2

* Includes all sales of gas to residential customers for lighting, cooking, water heating, refrigeration and other domestic purposes except those classified as Residential Space-heating (see footnote */, Table 4).

1/ Revised since publication of Research Bulletin No. 40.

Table 3. (Continued)
ILLINOIS GAS UTILITIES
RESIDENTIAL SALES, EXCLUSIVE OF SPACE-HEATING*

	REVENUE			THERMS		REVENUE			% TOTAL SALES TO ULTIMATE CONSUMERS		
	PER THERM			PER CUSTOMER		PER CUSTOMER					
	1944	1943		1944	1943	1944	1943			REV	1944
TOTAL 12 COMPANIES	16.92¢	17.06¢ 1/2	:	148	145 1/2	:	\$25.05	\$24.69 1/2	:	49.43%	20.14%
TOTAL 12 COMPANIES, ex: of The Peoples Gas Lt. & Coke Co.	18.87	18.95	:	151	146	:	28.42	27.72	:	46.80	17.08
Cent. Ill. Elec. & Gas Co.	22.82	23.08	:	128	120	:	29.26	27.77	:	52.47	25.82
Central Illinois Light Co.	17.74	17.71	:	165	164	:	29.22	29.04	:	42.71	14.09
Cent. Ill. Pub. Ser. Co.	23.29	23.43	:	120	116	:	27.84	27.09	:	51.75	20.42
Ill. Northern Utilities Co.	20.37	20.43	:	122	117	:	24.83	23.98	:	46.55	10.34
Illinois Power Company	20.92	21.02	:	132	127	:	27.54	26.71	:	61.52	30.76
Iowa-Illinois Gas & Elec. Co.	16.14	16.20	:	148	147	:	23.84	23.76	:	35.07	12.29
North Shore Gas Company	21.83	21.80	:	188	183	:	40.95	39.98	:	59.74	43.64
The Peoples Gas Lt. & Coke Co.	15.58	15.83 1/2	:	146	143	:	22.83	22.71 1/2	:	51.83	22.91
Pub. Ser. Co. of No. Ill.	17.25	17.39	:	155	151	:	26.71	26.23	:	35.71	10.67
Union Elec. Co. of Ill.	20.79	21.64	:	108	101	:	22.37	21.80	:	77.46	64.44
Union Gas & Elec. Co.	21.62	21.66	:	123	120	:	26.54	26.01	:	76.67	71.02
Western United Gas & Elec. Co.	17.94	17.99	:	169	163	:	30.32	29.32	:	57.17	33.60

* Includes all sales of gas to residential customers for lighting, cooking, water heating, refrigeration and other domestic purposes except those classified as Residential Space-heating (see footnote */. Table 4).

1/ Revised since publication of Research Bulletin No. 40.

Table 4.

ILLINOIS GAS UTILITIES
RESIDENTIAL SPACE-HEATING SALES*

	REVENUE			THERMS			AVERAGE NUMBER OF CUSTOMERS		
	1944	1943	Change	1944	1943	Change	1944	1943	Change
TOTAL 12 COMPANIES	\$0,049,049	\$10,534,688	-5.6%	122,862,765	130,870,210	-6.1%	59,561	59,829	-0.4%
TOTAL 12 COMPANIES, ex. of The Peoples Gas Lt. & Coke Co.	6,326,536	6,653,270	-4.9	77,248,846	81,969,976	-5.8	35,860	35,817	0.1
Cent. Ill. Elec. & Gas Co.	116,877	122,127	-4.3	1,110,064	1,192,056	-6.9	596	591	0.8
Central Illinois Light Co.	801,139	829,746	-3.5	11,477,026	11,957,955	-4.0	5,542	5,557	-0.3
Cent. Ill. Pub. Ser. Co.	218,199	225,527	-3.2	2,878,532	3,014,353	-4.5	1,431	1,398	2.4
Ill. Northern Utilities Co.	2,322	2,438	-4.8	28,062	29,211	-3.9	12	11	9.1
Illinois Power Company	335,213	359,974	-6.9	4,355,258	4,777,154	-8.8	1,982	2,039	-2.8
Iowa-Illinois Gas & Elec. Co.	136,667	147,432	-7.3	1,786,049	1,890,742	-5.5	1,106	1,021	8.3
North Shore Gas Company	346,670	356,375	-2.7	3,424,205	3,536,137	-3.2	1,186	1,178	0.7
The Peoples Gas Lt. & Coke Co.	3,622,513	3,881,418	-6.7	45,613,919	48,900,234	-6.7	23,701	24,018	-1.3
Pub. Ser. Co. of No. Ill.	3,131,615	3,326,265	-5.9	37,847,555	40,527,231	-6.6	16,836	16,840	2/
Union Elec. Co. of Ill.	8,073	8,108	-0.4	100,452	100,410	1/	69	68	1.5
Union Gas & Electric Co.	8,565	8,706	-1.6	80,687	81,788	-1.3	42	43	-2.3
Western United Gas & Elec. Co.	1,221,196	1,266,572	-3.6	14,160,956	14,862,939	-4.7	7,058	7,065	-0.1

* Includes gas sold under separately metered space-heating rates and gas used for space-heating and for residential purposes other than space-heating in the case of sales under combination rates which do not provide for the quantity of gas used for space-heating. All other Residential Sales are included in Table 3.

1/ Less than one-tenth of one per cent increase.

2/ Less than one-tenth of one per cent decrease.

Table 4. (Continued)
ILLINOIS GAS UTILITIES
RESIDENTIAL SPACE-HEATING SALES*

	REVENUE		THERMS		REVENUE			% TOTAL SALES TO ULTIMATE CONSUMERS		
	PER THERM		PER CUSTOMER		PER CUSTOMER			REV	1944	THERMS
	1944	1943	1944	1943	1944	1943				
TOTAL 12 COMPANIES	8.10	8.05	2,063	2,187	\$167.04	\$176.08	:	14.70%	12.52%	
TOTAL 12 COMPANIES, ex. of										
The Peoples Gas Lt. & Coke Co.	8.19	8.12	2,154	2,289	176.42	185.79	:	19.61	16.51	
Cent. Ill. Elec. & Gas Co.	10.53	10.25	1,863	2,017	196.10	206.64	:	6.18	6.60	
Central Illinois Light Co.	6.98	6.94	2,071	2,152	144.56	149.32	:	23.29	19.53	
Cent. Ill. Pub. Ser. Co.	7.58	7.48	2,012	2,156	152.48	161.32	:	17.50	21.22	
Illinois Northern Utilities Co.	8.27	8.35	2,339	2,656	193.50	221.64	:	0.27	0.15	
Illinois Power Company	7.70	7.54	2,197	2,343	169.13	176.54	:	8.50	11.55	
Iowa-Illinois Gas & Elec. Co.	7.65	7.80	1,615	1,852	123.57	144.40	:	9.31	6.88	
North Shore Gas Company	10.12	10.08	2,887	3,002	292.30	302.53	:	20.15	31.73	
The Peoples Gas Lt. & Coke Co.	7.94	7.94	1,925	2,036	152.84	161.60	:	10.23	8.88	
Pub. Ser. Co. of Mo. Ill.	8.27	8.21	2,248	2,407	186.01	197.52	:	25.98	16.19	
Union Elec. Co. of Illinois	8.04	8.07	1,456	1,477	117.00	119.24	:	5.75	12.38	
Union Gas & Elec. Co.	10.62	10.64	1,921	1,902	20.393	202.47	:	2.61	4.92	
Western United Gas & Elec. Co.	8.62	8.52	2,006	2,104	173.02	179.27	:	23.59	28.84	

* Includes gas sold under separately metered space-heating rates and gas used for space-heating and for residential purposes other than space-heating in the case of sales under combination rates which do not provide for the quantity of gas used for space-heating. All other Residential Sales are included in Table 3.

Table 5.
ILLINOIS GAS UTILITIES
TOTAL COMMERCIAL SALES *

	REVENUE				TERMS			AVERAGE NUMBER OF CUSTOMERS		
	1944	1943	Change		1944	1943	Change	1944	1943	Change
TOTAL 12 COMPANIES	\$7,610,558	\$7,573,681	1/ 0.5%	:	88,322,730	86,423,136	1/ 2.2%	68,695	68,760	1/ -0.1%
TOTAL 12 COMPANIES, ex. of The Peoples Gas Lt. & Coke Co.	3,083,470	2,968,070	1/ 3.9	:	27,231,316	26,148,922	1/ 4.1	29,941	29,755	1/ 0.6
Cent. Ill. Elec. & Gas Co.	186,567	163,490	14.1	:	1,275,499	1,114,953	14.4	1,588	1,521	4.4
Central Illinois Light Co.	375,159	355,260	5.6	:	3,688,485	3,486,409	5.8	3,027	2,929	3.3
Cent. Ill. Pub. Ser. Co.	267,503	246,133	8.7	:	3,270,330	2,974,729	9.9	2,334	2,329	4.7
Ill. Northern Utilities Co.	66,321	62,501	6.1	:	413,270	390,113	5.9	948	947	0.1
Illinois Power Company	571,858	547,695	4.4	:	4,057,422	3,922,121	3.4	6,245	6,196	0.8
Iowa-Illinois Gas & Elec. Co.	135,467	127,357	6.4	:	1,344,851	1,144,463	17.5	1,987	1,939	2.5
North Shore Gas Company	237,167	235,966	0.5	:	1,666,330	1,662,613	0.2	880	854	3.0
The Peoples Gas Lt. & Coke Co.	4,527,088	4,605,611	-1.7	:	61,091,414	60,274,214	1.4	38,754	39,005	-0.6
Pub. Ser. Co. of No. Ill.	754,767	749,184	0.7	:	7,561,034	7,544,678	0.2	7,703	7,823	-1.5
Union Elec. Co. of Ill.	23,562	21,761	8.3	:	188,037	164,288	1/ 14.5	376	366	2.7
Union Gas & Elec. Co.	45,365	45,472	-0.2	:	253,306	255,684	-0.9	514	521	-1.3
Western United Gas & Elec. Co.	419,734	413,249	1.6	:	3,512,752	3,488,871	0.7	4,339	4,430	-2.1

* Includes sales to commercial customers using gas for space-heating.
1/ Revised since publication of Research Bulletin No. 40.

Table 5. (Continued)
ILLINOIS GAS UTILITIES
TOTAL COMMERCIAL SALES*

	REVENUE		THERMS		REVENUE		% TOTAL SALES TO ULTIMATE CONSUMERS	
	PER THERM		PER CUSTOMER		PER CUSTOMER		1944	
	1944	1943	1944	1943	1944	1943	REV	THERMS
TOTAL 12 COMPANIES	8.624	8.764	1,285	1,257	\$110.79	\$110.15 1/2	11.25%	9.00%
TOTAL 12 COMPANIES, ex. of The Peoples Gas Lt. & Coke Co.	11.32	11.35	.909	878	102.98	99.75 1/2	9.56	5.82
Cent. Ill. Elec. & Gas Co.	14.63	14.66	803	733	117.49	107.49	9.88	7.58
Central Illinois Light Co.	10.17	10.19	1,219	1,190	123.94	121.29	10.91	6.28
Cent. Ill. Pub. Ser. Co.	8.18	8.27	1,401	1,335	114.61	110.42	21.45	24.10
Ill. Northern Utilities Co.	16.05	16.02	436	412	69.96	66.00	7.77	2.19
Illinois Power Company	14.09	13.96	650	633	91.57	88.39	14.50	10.76
Iowa-Illinois Gas & Elec. Co.	10.07	11.13	677	590	68.18	65.88	9.22	5.18
North Shore Gas Company	14.23	14.19	1,894	1,947	269.51	276.31	13.79	15.45
The Peoples Gas Lt. & Coke Co.	7.41	7.64	1,576	1,545	116.82	118.08	12.79	11.89
Pub. Ser. Co. of No. Ill.	9.98	9.93 1/2	982	964 1/2	97.98	95.77 1/2	6.26	3.23
Union Elec. Co. of Ill.	12.53	13.25 1/2	500	449	62.66	59.46	16.79	23.18
Union Gas & Elec. Co.	17.91	17.78	493	491	88.26	87.28	13.81	15.44
Western United Gas & Elec. Co.	11.95	11.84	810	788	96.74	93.28	8.11	7.16

* Includes sales to commercial customers using gas for space-heating.

1/ Revised since publication of Research Bulletin No. 40.

Table 6.
ILLINOIS GASUTILITIES
INDUSTRIAL NON-INTERRUPTIBLE

	REVENUE			THERMS			AVERAGE			REVENUE			% TOTAL SALES TO			
	1944			1943			NUMBER OF CUSTOMERS			PER THERM			ULTIMATE CONSUMERS			
	1944	1943	Change	1944	1943	Change	1944	1943	Change	1944	1943	Change	1944	1943	TERMS	
TOTAL 12 COMPANIES 1/	\$8,772,445	\$7,645,316	2/	14.7%	163,969,928	2/	17.3%	8,189	7,838	2/	4.5%	5.35%	5.47%	2/	12.96%	16.70%
TOTAL 12 COMPANIES, ex., of																
The Peoples Gas Lt. & Coke Co. 1/	3,024,504	2,557,657	2/	18.3	56,787,293	2/	19.7	954	960	2/	-0.6	5.33	5.39		9.37	12.14
Cent. Ill. Elec. & Gas Co.	508,614	413,773		22.9	6,546,191		21.7	160	182		-12.1	7.77	7.69		26.92	38.91
Central Illinois Light Co.	112,796	93,149		21.1	1,748,135		29.4	69	66		4.5	6.45	6.90		3.29	2.97
Cent. Ill. Pub. Ser. Co.	14,001	12,332		13.5	403,432		25.8	1	1		0.0	3.47	3.81		1.13	2.97
Ill. Northern Utilities Co.	109,126	92,486		18.0	1,812,734		18.2	45	46		-2.2	6.02	6.03		12.79	9.62
Illinois Power Company.	185,383	67,847		173.2	3,321,068		460.5	78	87		-10.3	5.58	11.45		4.70	8.81
Iowa-Illinois Gas & Elec. Co.	406,444	398,600		2.0	8,702,346		1.4	42	42		0.0	4.67	4.65		27.68	33.52
North Shore Gas Company	106,517	100,464		6.0	974,793		6.9	67	63		6.3	10.93	11.02		6.19	9.03
The Peoples Gas Lt. & Coke Co.	5,747,941	5,087,659		13.0	107,182,635		16.0	7,235	6,878		5.2	5.36	5.51		16.23	20.86
Pub. Ser. Co. of No. Ill.	1,003,010	882,921		13.6	19,199,005		16.5	355	353		0.6	5.22	5.36		8.32	8.21
Union Gas & Elec. Co.	18,660	12,607		48.0	119,245		52.4	17	17		0.0	15.65	16.11		5.68	7.27
Western United Gas & Elec. Co.	559,953	483,578		15.8	13,960,344		14.4	120	103		16.5	4.01	3.96		10.81	25.43

^{1/} Except that Union Electric Company of Illinois reported no Industrial Non-Interruptible Sales.

^{2/} Revised since publication of Research Bulletin No. 40.

Table 7.
ILLINOIS GAS UTILITIES
INDUSTRIAL INTERRUPTIBLE

	REVENUE		THERMS		AVERAGE		REVENUE		% OF	
	1944		1943		1944		1944		TOTAL SALES	
	Change		Change		PER THERM		1944		TO ULT. CONS.	
	1944	1943	1944	1943	1944	1943	1944	1943	REV	THERMS
TOTAL 12 COMPANIES ^{1/}	\$7,828,378	\$7,775,390	0.7%	0.4%	168	162	1.92¢	1.90¢	11.57%	41.56%
TOTAL 12 COMPANIES, ex. of										
The Peoples Gas Lt. & Coke Co. ^{1/}	4,700,170	4,718,845	-0.4	-1.5	160	153	2.08	2.05	14.57	48.37
Cent. Ill. Elec. & Gas Co.	72,868	71,032	2.6	2.9	2	2	2.12	2.13	3.86	20.40
Central Illinois Light Co.	681,009	677,818	0.5	1.6	8	9	2.03	2.05	19.80	57.13
Cent. Ill. Pub. Ser. Co.	101,925	82,930	22.9	27.5	2	2	2.40	2.49	8.17	31.29
Illinois Northern Utilities Co.	278,300	316,925	-12.2	-12.2	1	1	1.90	1.90	32.62	77.70
Illinois Power Company	424,837	307,941	6.8	4.0	86	80	2.96	2.88	10.78	38.12
Iowa-Illinois Gas & Elec. Co.	274,836	236,478	16.2	17.6	17	15	2.51	2.54	18.72	42.13
The Peoples Gas Lt. & Coke Co.	3,128,208	3,056,545	2.3	1.1	8	9	1.72	1.70	8.84	35.37
Pub. Ser. Co. of No. Ill.	2,851,248	2,873,939	-0.8	-1.0	42	42	1.98	1.97	23.66	61.64
Western United Gas & Elec. Co.	15,147	61,782	-75.5	-79.5	2	2	1.59	1.33	0.29	1.94

^{1/} Except that North Shore Gas Company, Union Electric Company of Illinois and Union Gas & Electric Company, three of the twelve companies report no Industrial Interruptible Sales in either year.

Table 8.
ILLINOIS GAS UTILITIES
PUBLIC STREET & HIGHWAY LIGHTING

	REVENUE		THERMS		AVERAGE		REVENUE		% TOTAL SALES TO	
	1944	1943	Change	1944	1943	Change	1944	1943	ULTIMATE CONSUMERS	1944
							PER THERM		REV	THERMS
TOTAL 12 COMPANIES ^{1/}	\$31,942	\$30,951	3.2%	476,600	461,591	3.3%	6.70¢	6.71¢	0.05%	0.05%
TOTAL 12 COMPANIES, ex. of										
The Peoples Gas Lt. & Coke Co. ^{1/}	3,347	3,170	5.6	29,798	27,509	8.3	11.23	11.52	0.01	0.01
North Shore Gas Company	2,207	2,219	-0.5	16,441	16,517	-0.5	13.42	13.43	0.13	0.15
The Peoples Gas Lt. & Coke Co.	28,595	27,781	2.9	446,802	434,082	2.9	6.40	6.40	0.08	0.09
Pub. Ser. Co. of No. Ill.	1,140	951	19.9	13,357	10,992	21.5	8.53	8.65	0.01	0.01

^{1/} Except that Central Illinois Electric & Gas Company, Central Illinois Light Company, Central Illinois Public Service Company, Illinois Power Company, Illinois Northern Utilities Company, Iowa-Illinois Gas & Electric Company, Union Electric Company of Illinois, Union Gas & Electric Company and Western United Gas & Electric Company, nine of the twelve companies, reported no Public Street and Highway Lighting Sales in either year.

Table 9.

ILLINOIS GAS UTILITIES
OTHER SALES TO PUBLIC AUTHORITIES

	REVENUE			THERMS			AVERAGE NUMBER OF CUSTOMERS			REVENUE PER THERM			% TOTAL SALES TO ULTIMATE CONSUMERS
	1944			1943			1944			1943			
	Change			Change			Change			Change			
	1944	1943		1944	1943		1944	1943		1944	1943		
TOTAL 12 COMPANIES ^{1/}	\$25,465	\$38,202	^{2/} -33.3%	260,740	377,722	^{2/} -31.0%	69	116	^{2/} -40.5%	9.77¢	10.11¢	^{2/} 0.04%	0.03%
TOTAL 12 COMPANIES, ex. of													
The Peoples Gas Lt. & Coke Co. ^{1/}	25,465	38,202	-33.3	260,740	377,722	-31.0	69	116	-40.5	9.77	10.11	0.08	0.05
Cent. Ill. Elec. & Gas Co.	13,011	23,685	-45.1	116,080	207,603	-44.1	35	73	-52.1	11.21	11.41	0.69	0.69
Pub. Ser. Co. of No. Ill.	7,099	6,279	13.1	106,794	96,046	11.2	4	4	0.0	6.65	6.54	0.06	0.05
Union Gas & Elec. Co.	4,060	3,986	1.9	22,117	21,273	4.0	26	26	0.0	18.36	18.74	1.23	1.35
Western United Gas & Elec. Co.	1,295	4,252	-69.5	15,749	52,800	-70.2	4	13	-69.2	8.22	8.05	0.03	0.03

^{1/} Except that Central Illinois Light Company, Central Illinois Public Service Company, Illinois Power Company, Illinois Northern Utilities Company, North Shore Gas Company, Iowa-Illinois Gas and Electric Company, The Peoples Gas Light and Coke Company, and Union Electric Company of Illinois, eight of the twelve companies, reported no Other Sales to Public Authorities.

^{2/} Revised since publication of Research Bulletin No. 40.

Table 10.
ILLINOIS GAS UTILITIES
TOTAL SALES TO ULTIMATE CONSUMERS*

	REVENUE		Change	THERMS		Change	AVERAGE		NUMBER OF CUSTOMERS		Change	REVENUE PER THERM	
	1944	1943		1944	1943		1944	1943	1944	1943			
TOTAL 12 COMPANIES	\$67,665,782	\$66,176,615	2.3%	981,668,315	958,349,542	2.4%	1,471,759	1,455,830	1.1%	6.89¢	6.91¢		
TOTAL 12 COMPANIES, ex. of The Peoples Gas Lt. & Coke Co.	32,260,544	31,443,408 ^{1/}	2.6	467,835,105	462,301,720	1.2	598,217	589,958	1.4	6.90	6.80		
Cent. Ill. Elec. & Gas Co.	1,889,121	1,727,447	9.4	16,824,256	15,272,917	10.2	36,232	35,982	0.7	11.23	11.31		
Central Illinois Light Co.	3,438,862	3,388,635	1.5	58,771,466	57,937,289	1.4	58,913	57,898	1.8	5.85	5.85		
Cent. Ill. Pub. Ser. Co.	1,246,907	1,171,293	6.5	13,567,750	12,219,489	11.0	26,948	25,942	3.9	9.19	9.59		
Ill. Northern Utilities Co.	853,203	850,891	0.3	18,851,208	20,476,344	-7.9	17,002	16,708	1.8	4.53	4.16		
Illinois Power Company	3,943,649	3,701,392	6.5	37,708,260	34,186,834	10.3	96,496	95,544	1.0	10.46	10.83		
Iowa-Illinois Gas & Elec. Co.	1,468,371	1,410,166	4.1	25,958,987	24,000,916	8.2	24,753	24,074	2.8	5.66	5.88		
North Shore Gas Company	1,720,332	1,692,362	1.7	10,790,730	10,701,487	0.8	27,231	27,042	0.7	15.94	15.81		
The Peoples Gas Lt. & Coke Co.	35,405,238	34,733,207	1.9	513,833,210	496,047,822	3.6	873,542	865,872	0.9	6.89	7.00		
Pub. Ser. Co. of No. Ill.	12,053,767	11,998,875	0.5	233,813,374	234,232,561	-0.2	186,109	183,636	1.3	5.16	5.12		
Union Elec. Co. of Ill.	140,351	133,398	5.2	811,342	743,029	9.2	5,304	5,184	2.3	17.30	17.95		
Union Gas & Elec. Co.	328,534	312,068	5.3	1,640,410	1,551,012	5.8	10,088	9,885	2.1	20.03	20.12		
Western United Gas & Elec. Co.	5,177,447	5,056,881	2.4	49,097,322	50,970,842	-3.7	109,141	108,063	1.0	10.55	9.92		

* See footnotes on supporting tables, preceding.

^{1/} Revised since publication of Research Bulletin No. 40.

Table 11.
ILLINOIS GAS UTILITIES
SALES TO OTHER GAS UTILITIES

	REVENUE		THERMS		AVERAGE NUMBER OF CUSTOMERS		REVENUE PER THERM	
	1944	1943	1944	1943	1944	1943	1944	1943
		Change		Change		Change		
TOTAL 12 COMPANIES ^{1/}	\$1,779,979	\$1,840,493	88,224,618	88,224,618	3	0.0%	2.02¢	2.09¢
TOTAL 12 COMPANIES, ex. of The Peoples Gas Lt. & Coke Co. ^{1/}	39,809	40,514	1,784,610	1,701,048	2	0.0	2.23	2.38
The Peoples Gas Lt. & Coke Co.	1,740,170	1,799,979	86,523,570	86,523,570	1	0.0	2.01	2.08
Pub. Ser. Co. of No. Ill.	39,809	40,514	1,784,610	1,701,048	2	0.0	2.23	2.38

^{1/} Except that Central Illinois Electric and Gas Company, Central Illinois Light Company, Central Illinois Public Service Company, Illinois Northern Utilities Company, Illinois Power Company, North Shore Gas Company, Iowa-Illinois Gas and Electric Company, Union Electric Company of Illinois, Union Gas and Electric Company and Western United Gas and Electric Company, ten of the twelve companies reported no sales to other gas utilities in either year.

Table 12.
ILLINOIS GAS UTILITIES
INTERDEPARTMENTAL SALES

	REVENUE		THERMS		AVERAGE NUMBER OF CUSTOMERS		REVENUE PER THERM	
	1944	1943	1944	1943	1944	1943	1944	1943
		Change		Change		Change		
TOTAL 12 COMPANIES ^{1/}	\$5,942	\$6,822	128,416	141,705	-	-9.4%	4.63¢	4.81¢
TOTAL 12 COMPANIES, ex. of. The Peoples Gas Lt. & Coke Co. ^{1/}	5,942	6,822	128,416	141,705	-	-9.4	4.63	4.81
Cent. Illinois Light Co.	3,142	3,994	49,992	64,529	-	-22.5	6.29	6.19
Illinois Power Company	2,800	2,828	78,424	77,176	-	1.6	3.57	3.66

^{1/} Except that Central Illinois Electric and Gas Company, Central Illinois Public Service Company, Illinois Northern Utilities Company, North Shore Gas Company, The Peoples Gas Light and Coke Company, Iowa-Illinois Gas and Electric Company, Public Service Company of Northern Illinois, Union Electric Company of Illinois, Union Gas and Electric Company and Western United Gas and Electric Company, ten of the twelve companies reported no Interdepartmental Sales in either year.

Table 13.
ILLINOIS GAS UTILITIES
TOTAL GAS SALES*

	REVENUE			THERMS			AVERAGE NUMBER OF CUSTOMERS			REVENUE PER THERM	
	1944	1943	Change	1944	1943	Change	1944	1943	Change	1944	1943
TOTAL 12 COMPANIES	\$60,451,703	\$68,023,930	2.1%	1,069,955,195	1,046,715,865	2.2%	1,471,762	1,455,833	1.1%	6.49¢	6.50¢
TOTAL 12 COMPANIES, ex. of The Peoples Gas Lt. & Coke Co.	32,306,295	31,490,744	2.6	469,748,131	464,144,473	1.2	598,219	589,960	1.4	6.88	6.78
Cent. Ill. Elec. & Gas Co.	1,880,121	1,727,447	9.4	16,824,256	15,272,917	10.2	36,232	35,982	0.7	11.23	11.31
Central Illinois Light Co.	3,442,004	3,392,629	1.5	58,821,458	58,001,818	1.4	58,913	57,898	1.8	5.85	5.85
Cent. Ill. Pub. Ser. Co.	1,246,907	1,171,293	6.5	13,567,750	12,219,489	11.0	26,948	25,942	3.9	9.19	9.59
Ill. Northern Utilities Co.	850,203	805,891	0.3	18,851,208	20,476,344	-7.9	17,002	16,708	1.8	4.53	4.16
Illinois Power Company	3,946,449	3,704,220	6.5	37,786,684	34,264,010	10.3	96,496	95,544	1.0	10.44	10.81
Iowa-Illinois Gas & Elec. Co.	1,468,371	1,410,166	4.1	25,958,987	24,000,916	8.2	24,753	24,074	2.8	5.66	5.86
North Shore Gas Company	1,720,332	1,692,362	1.7	10,790,730	10,701,487	0.8	27,231	27,042	0.7	15.94	15.81
The Peoples Gas Lt. & Coke Co.	37,145,408	36,533,186	1.7	600,207,064	582,571,392	3.0	873,543	865,873	0.9	6.19	6.27
Pub. Ser. Co. of No. Ill.	12,093,576	12,039,389	0.5	235,597,984	235,933,609	-0.1	186,111	183,638	1.3	5.13	5.10
Union Elec. Co. of Ill.	140,351	133,398	5.2	811,342	743,029	9.2	5,304	5,184	2.3	17.30	17.95
Union Gas & Elec. Co.	328,534	312,068	5.3	1,640,410	1,551,012	5.8	10,088	9,885	2.1	20.03	20.12
Western United Gas & Elec. Co.	5,177,447	5,056,881	2.4	49,097,322	50,979,842	-3.7	109,141	108,063	1.0	10.55	9.92

* See footnotes on supporting tables, preceding.

Table 14.
ILLINOIS GAS UTILITIES
OTHER GAS REVENUE

	REVENUE		
	<u>1944</u>	<u>1943</u>	<u>Change</u>
TOTAL 12 COMPANIES	\$823,779	\$788,685	4.4%
TOTAL 12 COMPANIES, ex. of The Peoples Gas Lt. & Coke Co.	331,156	307,593	7.7
Cent. Ill. Elec. & Gas Co.	8,651	9,206	-6.0
Central Illinois Light Co.	43,881	42,219	3.9
Cent. Ill. Pub. Ser. Co.	7,214	6,258	15.3
Illinois Power Company	50,330	42,221	19.2
Ill. Northern Utilities Co.	6,790	6,707	1.2
Iowa-Illinois Gas & Elec. Co.	15,588	16,297	-4.4
North Shore Gas Company	32,022	33,890	-5.5
The Peoples Gas Lt. & Coke Co.	492,623	481,092	2.4
Pub. Ser. Co. of No. Ill.	96,987	100,196	-3.2
Union Elec. Co. of Ill.	3,640	2,992	21.7
Union Gas & Elec. Co.	9,005	8,179	10.1
Western United Gas & Elec. Co.	57,048	39,428	44.7

Table 15.
ILLINOIS GAS UTILITIES
TOTAL GAS OPERATING REVENUE*

	REVENUE		Change
	1944	1943	
TOTAL 12 COMPANIES	\$70,275,482	\$68,812,615	2.1%
TOTAL 12 COMPANIES, ex. of			
The Peoples Gas Lt. & Coke Co.	32,637,451	31,798,337	2.6
Cent. Ill. Elec. & Gas Co.	1,897,772	1,736,653	9.3
Central Illinois Light Co.	3,485,885	3,434,848	1.5
Cent. Ill. Pub. Ser. Co.	1,254,121	1,177,551	6.5
Ill. Northern Utilities Co.	859,993	857,598	0.3
Illinois Power Company	3,996,779	3,746,441	6.7
Iowa-Ill. Gas & Elec. Co.	1,483,959	1,426,463	4.0
North Shore Gas Company	1,752,354	1,726,252	1.5
The Peoples Gas Lt. & Coke Co.	37,638,031	37,014,278	1.7
Pub. Ser. Co. of No. Ill.	12,190,563	12,139,585	0.4
Union Elec. Co. of Ill.	143,991	136,390	5.6
Union Gas & Elec. Co.	337,539	320,247	5.4
Western United Gas & Elec. Co.	5,234,495	5,096,309	2.7

* See footnotes on supporting tables, preceding.



Dwight H. Green, Governor

ILLINOIS ELECTRIC UTILITIES
A Comparative Study of 1944 Sales

Research Bulletin No. 42

John D. Biggs, Chairman

William Parrillo

Frank Peska

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UNIVERSITY OF ILLINOIS

ILLINOIS ELECTRIC UTILITIES

A Comparative Study of 1944 Sales

As Reported by the Eleven Largest
Electric Utilities Whose Sales to Ultimate
Consumers Account for Approximately 99% of the
Total for the State

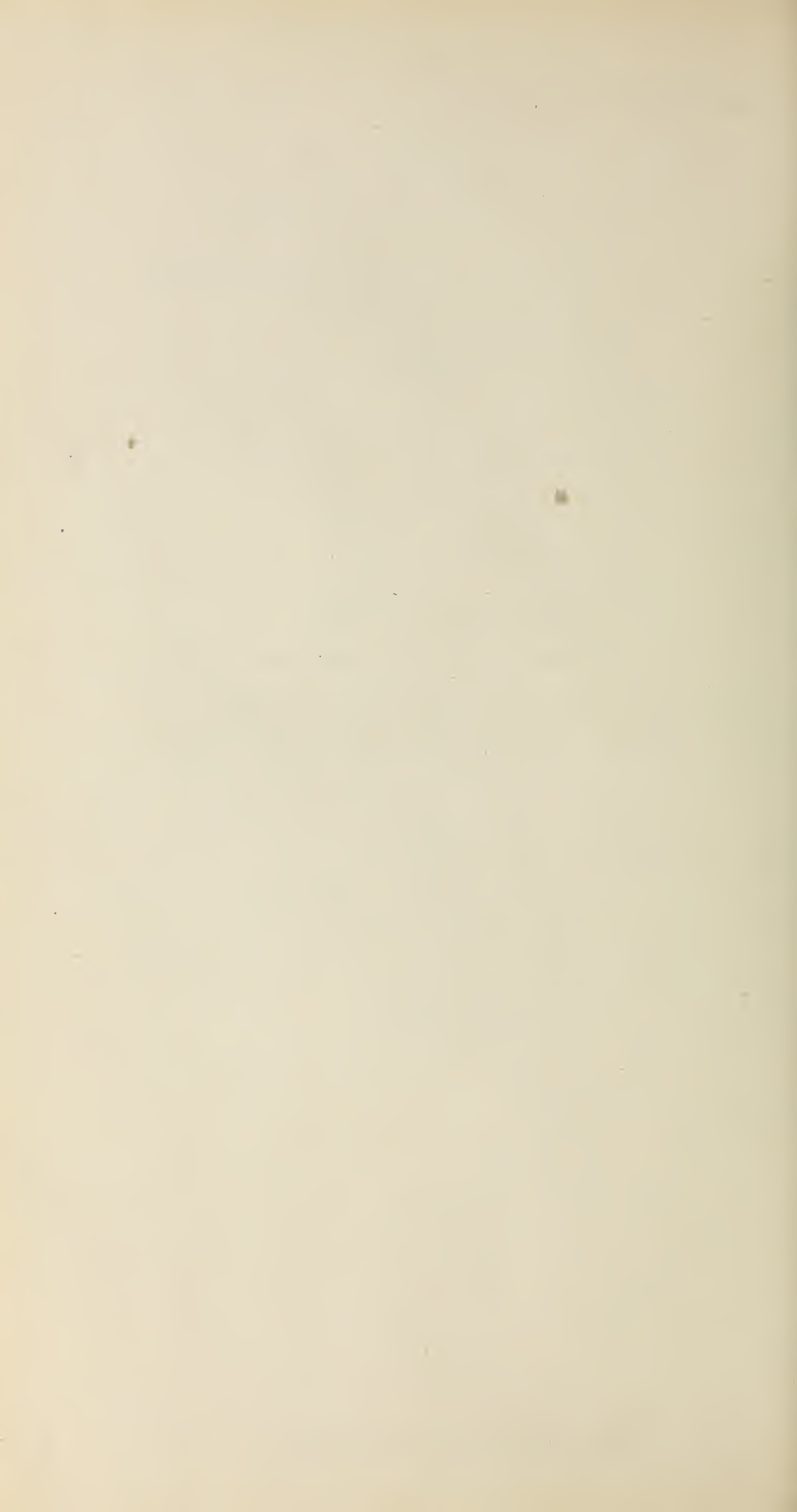


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ILLINOIS COMMERCE COMMISSION
Rates and Research Section
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This study provides an analysis of electric sales in Illinois on a comparative basis for the years 1944 and 1943 and is supplemented by a series of long term trends, together with information pertaining to the relative importance each class of consumer sales bears to total sales to ultimate consumers. It continues a permanent and historical record began a number of years ago.

The statistical tables form the basic part of this study and the textual portion discusses some of the more noteworthy facts revealed by the tabulations.

John D. Biggs
John D. Biggs
Chairman

ILLINOIS COMMERCE COMMISSION

INTRODUCTORY CONSIDERATIONS

1. Scope of Study

This study presents a comparison of 1944 electrical sales with those for the year 1943. It is a continuation of a series began in 1933. ^{1/} In view of the fact that eleven of the privately owned electric utilities operating in the State under the jurisdiction of the Illinois Commerce Commission account for approximately 99% of the State's total electric business, this study, as in Bulletins Nos. 24, 27, 30, 32, 34, 37 and 39, confines itself solely to the sales of those eleven companies, viz.:

Central Illinois Electric & Gas Company,
Central Illinois Light Company,
Central Illinois Public Service Company,
Commonwealth Edison Company,
Illinois Northern Utilities Company,
Illinois Power Company,
Iowa-Illinois Gas & Electric Company,
Produce Terminal Corporation,
Public Service Company of Northern Illinois,
Union Electric Company of Illinois, and
Western United Gas & Electric Company.

Table 1, pages 14 and 15, is a consolidated revenue account showing aggregates for revenue, kilowatt-hours and customers for each class of business of the eleven companies. Succeeding Tables 2 to 14, inclusive, contain details as to revenue, kilowatt-hours and customers for each individual company, with each table covering a particular class of service. Grand totals are shown on these tables for the eleven companies, as well as totals for the eleven companies exclusive of Commonwealth Edison Company.

Data for both 1944 and 1943 are shown throughout these tables, together with computations showing percentage changes of 1944 over 1943, average revenue per kilowatt-hour, kilowatt-hour per customer and average revenue per customer. In Research Bulletin No. 37, as in previous bulletins, the relative importance of the different classes of consumer sales to total sales to ultimate consumers as a common denominator was discussed in an Appendix and shown in a separate table. In this study similar percentages of relationship appear for the year 1944, but as in Bulletin No. 39, appear as part of Tables 1 to 8. It is believed that the use of ultimate consumer sales as a common denominator for the measurement of electric sales is a

^{1/} See Research Bulletins Nos. 4, 14, 18, 20, 24, 27, 30, 32, 34, 37 and 39.

...tical pattern for indicating the relative importance of each class of business.

The long term trends in electric sales have been continued in this study and cover the period from 1929 to 1944, both inclusive. These trends are shown on Table 15, page 31 and graphically by Chart A, page 32.

Sources of Information

The December, 1944 monthly reports of the eleven companies here considered supplied the data for the 1944 figures shown on the various tables. While such reports are preliminary and subject to audit before the final annual reports are filed, any adjustments are minor in character. The corresponding data for the year 1943 is that shown by the annual reports filed with the Commission for that year, except in the case of one or two companies, where the annual report sales data has been changed to that shown by the December, 1944 preliminary reports. Wherever in this bulletin figures for 1943 differ from those shown in Bulletin No. 39, due to adjustments shown on the final 1943 reports, (analyzed after publication of Bulletin No. 39) the same have been indicated by footnotes.

The data reflecting long term trends in Residential Sales, Other Sales ^{2/} and Total Sales to Ultimate Consumers, shown by Table 5 and Chart A, pages 31 and 32, respectively, were obtained from the same sources and in like manner as above.

Accounting Considerations

For the purpose of this study, Interdepartmental Sales ^{3/} (Account 607) have not been considered as Sales to Ultimate Consumers. Only two companies reported Other Sales (Account 608), i.e.; Iowa-Illinois Electric and Gas Company and Produce Terminal Corporation. In view of the fact that such sales were exceedingly small in their relationship to Total Sales to Ultimate Consumers, they have, in the case of each company, been included with those companies' Small Power and Light Sales (see Table 5, page 21, footnotes ^{2/} and ^{3/}).

Other Considerations

Many factors influence the ratios shown for each company and

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- ^{2/} Other Sales was derived by deducting Residential Sales from Total Sales to Ultimate Consumers. Other Sales include Rural; Commercial and Industrial, Public Street and Highway Lighting, Sales to Public Authorities, Railroads and Railways and Other.
- ^{3/} See Table 11, page 27.

no attempt, beyond a few interpretive comments in the text, is made to explain the behavior of the sales, trends or the reasonableness or unreasonableness of the figures shown.

ELECTRIC SALES BY CLASS OF SERVICE

1. COMPARATIVE CONSOLIDATED SUMMARY, Table 1, pages 14 and 15.

This table summarizes the aggregate sales of the eleven companies under consideration by this study according to classes of energy sold and also other electrical and miscellaneous revenue. The table also shows the average revenue per kilowatt-hour and in addition, the percentage relationship each classification of revenue bears to the total sales to ultimate consumers and to total operating revenue. The significant facts disclosed by this table are discussed in detail on the pages following.

2. TOTAL ELECTRIC OPERATING REVENUE, Table 14, page 30.

During the year 1944 the total revenue of the eleven companies amounted to \$249,794,754, as compared to the \$237,582,750 for 1943, representing a gain of 5.1%. This gain is practically the same as the increase of 1943 over 1942. All of the companies reported gains, ranging from 8.2% by the Central Illinois Light Company to 2.8% in the case of Public Service Company of Northern Illinois. The spread between the gains of the companies for the current year is considerably less than that of 1943. Five of the companies reported gains of 5.0% or more, two 8.0% or over, two 4.0% or over, while the remaining two companies recorded gains of 3.9% and 2.8%, respectively.

3. TOTAL SALES TO ULTIMATE CONSUMERS

(a) Comparative Sales, 1944-1943, Table 9, page 25.

Sales to Ultimate Consumers for 1944 continued to reflect the increased industrial activity of the past few war years. During the year total revenue amounted to \$219,489,258, as compared to the \$208,647,570 for 1943, a gain of 5.2%. The physical volume of sales continued to rise, amounting to 12,419,073,888 kilowatt-hours as compared to the 11,511,699,761 kilowatt-hour sales for 1943, an increase of 7.9%.

For all the utilities included in this study exclusive of Commonwealth Edison Company, revenue from ultimate consumer sales amounted to \$111,734,000, or 6.2% more than the \$105,250,873 shown for the preceding year. Kilowatt-hour sales of these same companies

increased 9.9%, or from 5,591,555,066 kilowatt-hours in 1943 to 6,257,030,873 in 1944. During the same period of comparison the average number of customers increased 1.0%.

Commonwealth Edison Company, operating within the City of Chicago, reported a gain of 4.2% in revenue in 1944 over 1943, or from \$103,396,697 to \$107,755,258. This company's 1944 kilowatt-hour sales were 5.9% greater than the preceding year, while the number of customers increased 0.1%.

Gains in revenue by the individual companies ranged from a high of 10.3% for Union Electric Company of Illinois to a low of 3.6% for Iowa-Illinois Gas and Electric Company. Illinois Northern Utilities Company reported a decrease of 0.2% in kilowatt-hour sales, while the gains of the remaining companies ranged from a high of 7.9% to a low of 4.6%. The small gains in customers were more nearly uniform except that Produce Terminal Corporation reported a slight decrease of 0.5% for 1944.

Average revenue per kilowatt-hour for the eleven companies continued to decline, dropping to 1.77¢ for 1944 as compared to 1.81¢ for 1943 and the 2.49¢ reported for 1929.

The following table indicates some variation in the rate of decline in average revenue per kilowatt-hour for the individual companies.

Average Revenue Per Kilowatt-Hour from Total Sales to Ultimate Consumers				
	1944	1943	1929	% Change 1944 over 1929
Total 11 Companies	1.77¢	1.81¢	2.49¢	-28.5%
Total, Exclusive of Commonwealth Edison Co.	1.79	1.85	3.21	-44.2
Cent. Ill. Elec. & Gas Co.	2.14	2.15	3.46	-38.2
Central Illinois Light Co.	1.50	1.54	2.41	-37.8
Cent. Ill. Pub. Ser. Co.	2.28	2.48	3.96	-42.4
Commonwealth Edison Co.	1.75	1.78	2.12	-17.5
Ill. Northern Utilities Co.	1.82	1.75	5.15	-17.5
Illinois Power Company	1.99	2.06	3.51	-43.3
Iowa-Illinois Gas & Elec. Co.	1.82	1.83	2.89	-37.0
Produce Terminal Corporation	1.40	1.43	1.60	-12.5
Pub. Ser. Co. of No. Ill.	1.74	1.80	3.28	-47.0
Union Elec. Co. of Illinois	1.02	1.06	1.62	-37.0
Western United Gas & Elec. Co.	2.81	2.86	4.52	-37.8

(b) Long Term Trends, 1929-1944, Table 15, page 31.

Kilowatt-hour sales to ultimate consumers during this period has more than doubled, rising from 5,337 million in 1929 to 12,419

million in the year 1944. The revenue from such sales amounted to \$219,489,258, a gain of 50.7% over the \$145,623,178 shown for 1929, a so-called "boom year". From 1930 to 1933 a decline in both revenue and kilowatt-hour sales was recorded. However, from 1933 to 1937 the trend was reversed, while the increases percentagewise in physical volume was considerably greater than the revenue gains.

The year 1938 witnessed a decline in industrial activity, resulting in a sharp decline in kilowatt-hour sales but without any appreciable decline in revenue. Beginning with the last six months of 1939 an upward swing was noted, and as in years prior to 1938 kilowatt-hour sales have shown a greater increase than the corresponding revenue.

As heretofore stated Total Sales to Ultimate Consumers, Table 9, page 25, provides the basic data for showing computations of the percentage relationship of each class of consumer sales. Total Sales to Ultimate Consumers does not include sales to other electric utilities for resale nor does it include Interdepartmental Sales, consequently a comparison of any class of consumer sales to total sales to ultimate consumers results in a more accurate picture of the relative importance of each class of business.

4. RESIDENTIAL SALES

(a) Comparative Sales, 1944-1943, Table 2, pages 16 and 17.

Prior to 1942 sales of electricity for residential or domestic purposes accounted for a larger proportion of revenue than any of the other classifications which are included in sales to ultimate consumers. Since that time it has yielded its dominant position to revenue from sales to large power and light customers. However, this condition may be temporary in view of the fact that residential sales are less vulnerable to changing economic conditions than any other class of energy sold to ultimate consumers.

Residential Sales in 1944 continued to rise in practically the same ratio as in 1943. Revenue from the sales of all companies in 1944 totalled \$67,951,420, or 2.9% over the preceding year; while kilowatt-hour sales increased 4.0%, or from 1,737,475,797 in 1943 to 1,806,418,068 in 1944.

All individual companies registered increases in residential revenue and kilowatt-hour sales. This was also true as to average number of customers, except that Illinois Northern Utilities reported

slight loss of 0.4%.

Average revenue per kilowatt-hour for all companies in 1944 was 3.76¢ as compared to 3.80¢ in 1943. Exclusive of Commonwealth Edison Company the average for 1944 was 3.85¢ and 3.90¢ in 1943, which is indicative of the Commonwealth Edison's figures in these totals. All companies registered decreases in average revenue per kilowatt-hour in 1944, ranging from a low of 2.94¢ for Central Illinois Light Company to a high of 4.80¢ for Central Illinois Public Service Company. This latter company and Western United Gas and Electric Company are the only two companies to report an average in excess of 4.00¢ per kilowatt-hour.

In 1944 the average annual use per kilowatt-hour continued to rise for all the individual companies. The average for all companies was 1,046 kilowatt-hours per customer, while for those companies exclusive of Commonwealth Edison Company it was 1,092 kilowatt-hours per customer. Central Illinois Public Service Company reported 793 kilowatt-hours per customer, while the remaining companies ranged from a high of 1,291 for Central Illinois Light Company to a low of 700 for Commonwealth Edison Company.

(b) Long Term Trends, 1929-1944, Table 15, page 31.

The trend in the sales of electrical energy during the past sixteen years, except as to 1932 and 1933, has been steadily rising. This was true of 1944, when the percentages of increase were about the same as in the previous year. Revenue from residential sales has grown from \$45 million in 1929 to \$68 million in 1944, an increase of 49.6%. The number of kilowatt-hours during the same period has risen from 780 million to 1,806 million, a gain of 131.7%.

A comparison of the average revenue per kilowatt-hour for the individual companies for the year 1929 and 1944 is presented in the following summary:

Average Revenue Per Kilowatt-hour.
from
Residential Sales

	<u>1944</u>	<u>1929</u>	<u>% Change from 1929</u>
Total 11 Companies	3.76¢	5.83¢	-35.5%
Total, Exclusive of Commonwealth Edison Co.	3.85	7.63	-49.5
Cent. Ill. Elec. & Gas Co.	3.63	6.25	-41.9
Central Illinois Light Co.	2.94	5.92	-50.3
Cent. Ill. Pub. Ser. Co.	4.30	7.86	-38.9
Commonwealth Edison Co.	3.36	4.73	-22.6
Illinois Northern Utilities Co.	3.73	8.28	-54.3
Illinois Power Company	3.81	8.30	-55.7
Iowa-Illinois Gas & Elec. Co.	3.23	7.90	-58.5
Produce Terminal Corporation *	-	-	0.0
Pub. Ser. Co. of No. Illinois	3.91	7.73	-49.4
Union Elec. Co. of Illinois	3.03	5.32	-43.0
Western United Gas & Elec. Co.	4.28	8.06	-46.9

* This company reports no residential sales.

The decline in average revenue per kilowatt-hour, revealed by the above table, for each company was off-set, so far as total revenue is concerned, by the increased use per customer. Four companies showed decreases in revenue per kilowatt-hour of more than 50.0% in 1944 over 1929, four reported decreases of more than 40.0%, while the two remaining companies which report this class of revenue showed decreases of 38.9% and 22.6%, respectively. For all eleven companies the decrease from 1929 to 1944 was 35.5% and because of the fact that Commonwealth Edison Company's decrease of 22.6% was considerably below the average of the other companies the decrease for all companies exclusive of the latter named company was 49.5%.

In the table below is presented data for 1944 and 1929 showing average annual revenue per customer for each of the ten companies reporting residential service. For all companies the average revenue per customer increased from \$30.35 in 1929 to \$39.35 in 1944, or 27.6%. The largest increase for this period was that of Union Electric Company of Illinois, which reported an average annual revenue per customer for 1944 of \$34.97, an increase of 53.2% over their \$22.82 annual revenue per customer in 1929. Of the remaining companies the Iowa-Illinois Gas and Electric Company reported the smallest increase in average revenue per customer, viz. 2.9%. The increases of the remaining eight companies showed increases in 1944 over 1929, ranging from 36.8% to 19.2%.

The following table presents 1929 and 1944 data relating to

average annual revenue per customer for each of the ten companies reporting residential service, together with percentage changes from 1929 to 1944.

Average Annual Revenue Per Customer
from
Residential Sales

	<u>1944</u>	<u>1929</u>	<u>% Change from 1929</u>
Total 11 Companies	\$39.35	\$30.85	27.6%
Total, Exclusive of Commonwealth Edison Co.	42.06	33.15	26.9
Cent. Ill. Elec. & Gas Co.	38.96	31.63	23.2
Central Illinois Light Co.	37.94	30.30	25.2
Cent. Ill. Pub. Ser. Co.	38.08	30.22	26.0
Commonwealth Edison Co.	36.62	28.87	26.8
Illinois Northern Utilities Co.	42.62	35.77	19.2
Illinois Power Company	40.37	29.52	36.8
Iowa-Illinois Gas & Elec. Co.	34.24	33.26	2.9
Produce Terminal Corporation *	-	-	0.0
Pub. Ser. Co. of No. Illinois	47.05	38.17	23.3
Union Elec. Co. of Illinois	34.97	22.82	53.2
Western United Gas & Elec. Co.	45.89	35.23	30.3

* This company reports no residential sales.

Residential use per customer of all companies reporting this class of service increased from the 529 kilowatt-hour per customer in 1929 to 1,046 in 1944, an increase of 97.7%. Exclusive of the Commonwealth Edison Company the increase for the remaining nine companies reporting this class of business was 151.0%. Changes in residential use since 1929 are summarized as follows:

Average Annual Consumption Per Customer
from
Residential Sales

	<u>1944</u>	<u>1929</u>	<u>% Change from 1929</u>
Total 11 Companies	1,046	529	97.7%
Total, Exclusive of Commonwealth Edison Co.	1,092	435	151.0
Cent. Ill. Elec. & Gas Co.	1,072	506	111.9
Central Illinois Light Co.	1,291	512	152.1
Cent. Ill. Pub. Ser. Co.	793	384	106.5
Commonwealth Edison Company	1,000	611	63.7
Illinois Northern Utilities Co.	1,127	432	160.9
Illinois Power Company	1,059	343	208.7
Iowa-Illinois Gas & Elec. Co.	1,042	421	147.5
Produce Terminal Corporation *	-	-	0.0
Pub. Ser. Co. of No. Illinois	1,203	494	143.5
Union Elec. Co. of Illinois	1,153	429	168.8
Western United Gas & Elec. Co.	1,072	437	145.3

* This company reports no residential sales.

It will be noted that the largest average consumption per residential customer for 1944 was Central Illinois Light Company, which reported 1,291 kilowatt-hours per customer, a gain of 152.1% over the 512 kilowatt-hours per customer during 1929. The increase of 208.7% for Illinois Power Company in 1944 over 1929 was, however, the largest percentage gain, while that of the Commonwealth Edison Company was low, an increase of 63.7% in 1944 over 1929.

(c) Percentage Relationship to Total Sales to Ultimate Consumers.

In 1944 total residential revenue accounted for 30.96% of the total revenue received from total sales to ultimate consumers, whereas the percentage of this class to total operating revenue was 27.20% emphasizing again that total sales to ultimate consumers is the best common denominator for measuring the importance of the different classes of electric sales. In 1944 one company's revenue and kilowatt-hours accounted for 41.99% and 27.53%, respectively, of total sales to ultimate consumers, while the lowest ratios were 17.81% and 6.02% for revenue and kilowatt-hours, respectively.

Since 1938 there has been a marked decline in the percentage relationship for residential revenue and kilowatt-hours as will be noted by the following table:

Percentage Relationship Residential Revenue and Kilowatt-hour Sales to Total Sales to Ultimate Consumers				
	REVENUE		KILOWATT-HOURS	
	1944	1938	1944	1938
Total 11 Companies	30.96%	35.00%	14.54%	19.54%
Total, Exclusive of Commonwealth Edison Co.	32.60	37.66	15.11	21.53
Cent. Ill. Elec. & Gas Co.	34.56	39.19	20.35	27.88
Central Illinois Light Co.	28.93	31.85	14.78	16.96
Cent. Ill. Pub. Ser. Co.	32.74	37.87	15.52	23.79
Commonwealth Edison Company	29.26	32.77	13.17	18.17
Ill. Northern Utilities Co.	27.25	31.27	13.13	17.46
Illinois Power Company	34.48	37.80	18.01	24.07
Iowa-Illinois Gas & Elec. Co.	26.10	31.67	14.43	18.95
Produce Terminal Corporation *	-	-	-	-
Pub. Ser. Co. of No. Illinois	36.10	42.00	16.05	24.14
Union Elec. Co. of Illinois	17.81	27.24	6.02	10.98
Western United Gas & Elec. Co.	41.99	43.09	27.53	31.77

* This company reports no residential sales.

5. LARGE POWER AND LIGHT SALES

(a) Comparative Sales, 1944-1943, Table 4, page 20.

Large Power and Light Sales continued to increase in 1944, when revenue totalled \$83,595,660, an increase of 9.3% over the \$76,476,670 reported in 1943. Kilowatt-hour sales showed a slightly

higher rate of increase, i. e. 11.4%, from 6,839,374,604 kilowatt-hours in 1943 to 7,616,758,240 kilowatt-hours in 1944. All of the eleven companies reported increases in revenue and kilowatt-hours, except that Illinois Northern Utilities reported a loss of 3.2% in kilowatt-hours.

For the third consecutive year Large Power and Light Sales continued its dominant position in the sale of electrical energy, its total revenue accounting for more than one-third of the total sales to ultimate consumers, while the physical volume of this class of service for all eleven companies accounted for over sixty per cent of total sales to ultimate consumers.

The differential in the relative importance of ratios between revenue and kilowatt-hours is due to the fact that this class of business returns a comparatively low amount of revenue per kilowatt-hour. Total revenue from this class of business in 1944 accounted for 33.47% of the total electric operating revenue, which is considerably larger than the 27.20% shown for residential sales.

In 1944 the average revenue per kilowatt-hour for large power and light sales of all companies was 1.10¢, a slight decrease over the 1.12¢ shown for 1943, the range of the individual companies being from 0.75¢ to 1.64¢. The average for all individual companies with the exception of three, showed decreases over those for 1943.

(b) Percentage Relationship to Total Sales to Ultimate Consumers.

In 1944 revenue from Large Power and Light Sales accounted for 38.09% of the total sales to ultimate consumers, while the kilowatt-hour ratio of this class of service was 61.33%. The highest percentages of sales to ultimate consumers for this class of service were those of the Produce Terminal Corporation, which showed 35.47% and 87.53% for revenue and kilowatt-hours, respectively. The lowest revenue percentage was 28.33% of ultimate consumer sales by Central Illinois Electric and Gas Company, while the lowest kilowatt percentage was 49.71% by Western United Gas and Electric Company. It should be borne in mind that Produce Terminal Corporation at no time has ever reported any residential service. Further, this company reclassified its revenue accounts in 1943, consequently the percentages shown in the following table for the year 1944 are not comparable with those shown for 1938.

The following table presents a summary of the individual com-

panies showing the percentage relationship of revenue and kilowatt-hours to total sales to ultimate consumers for the years 1944 and 1938:

Percentage Relationship Large Power & Light Sales
To
Total Sales to Ultimate Consumers

	REVENUE		KILOWATT-HOURS	
	1944	1938	1944	1938
Total 11 Companies	38.09%	29.11%	61.33%	46.98%
Total, Exclusive of Commonwealth Edison Co.	36.38	25.39	64.89	48.57
Cent. Ill. Elec. & Gas Co.	28.83	22.65	51.24	39.08
Central Illinois Light Co.	43.92	36.34	69.25	61.71
Cent. Ill. Pub. Ser. Co.	31.93	30.89	60.55	51.76
Commonwealth Edison Company	39.85	32.87	57.72	45.88
Illinois Northern Utilities Co.	31.70	23.79	67.11	57.19
Illinois Power Company	30.58	19.67	55.95	38.00
Iowa-Ill. Gas & Elec. Co.	31.37	28.54	50.48	53.54
Produce Terminal Corporation	85.47*	89.46	87.58*	95.91
Pub. Ser. Co. of No. Ill.	35.94	21.40	64.63	40.84
Union Elec. Co. of Ill.	64.61	44.95	87.90	76.65
Western United Gas & Elec. Co.	29.07	8.46	49.71	19.27

* Reclassified, not strictly comparable.

(c) Long Term Trends, 1937-1944.

The following summary shows the eleven companies' total aggregate sales to large power and light customers for the years from 1937 to 1944, both inclusive:

Large Power and Light Sales

	Revenue (Millions)	Kilowatt- hours (Billions)	Customers	Revenue Per Kilowatt-hour
1937	\$47	3,580	6,571	1.33¢ ^{r/}
1938	46	3,139	5,820	1.46 ^{r/}
1939	49	3,609	5,912	1.36
1940	53	4,057	5,928	1.31
1941	59	4,853	6,092	1.24 ^{r/}
1942	67	5,610	6,377	1.19 ^{r/}
1943	76	6,840	6,532	1.12 ^{r/}
1944	84	7,617	6,781	1.10

^{r/} Revised since publication of Bulletin No. 39.

With the exception of the year 1938, the weight of this class of business has been steadily upward, with kilowatt-hour sales showing a greater increase than the corresponding revenue.

6. OTHER CLASSES OF SALES

(a) Comparative Sales, 1944-1943; Tables 3, 5, 6, 7, 8, 10, 11 and 13, pages 18, 19, 21, 22, 23, 24, 26, 27 and 29.

The textual portion of this study has considered only Residential or Domestic Sales, Large Power and Light Sales and Total Sales to Ultimate Consumers, and these classes of business together

with those revenue accounts comprising other electric operating revenues, such as rent from electric property, forfeited discounts and penalties, etc., are not discussed in this study. However, statistical tables, showing in detail all pertinent data for these other classes are included.

It might be added, however, that all those latter mentioned classes of sales registered gains in revenue and kilowatt-hours, except that Public Street and Lighting Sales and Interdepartmental Sales showed slight decreases in revenue, while Sales to Railroads and Railways and Sales to Other Electric Utilities registered similar losses in kilowatt-hours.

Table 1. *
ILLINOIS ELECTRIC UTILITIES**
SUMMARY OF ELECTRIC SALES BY CLASS OF SERVICE***

	REVENUE			KILOWATT-HOURS			AVERAGE NUMBER OF CUSTOMERS		
	1944	1943	Change	1944	1943	Change	1944	1943	Change
Total Electric Operating Revenue	\$249,794,754	\$237,582,750 $\frac{1}{2}$	5.1%	:	:	:	:	:	:
Other Electric Revenues	3,645,297	3,553,392 $\frac{1}{2}$	2.6	:	:	:	:	:	:
Total Sales of Electric Energy	246,149,457	234,029,358	5.2	:	17,092,514,327	4.9%	2,044,663	2,033,004	0.6%
Interdepartmental Sales	105,281	105,763	-0.5	:	16,221,845	0.2	:	:	:
Sales to Other Electric Utilities	26,554,918	25,276,025	5.1	:	5,493,308,312	-1.3	:	:	:
Total Sales to Ultimate Consumers	219,489,258	208,647,570	5.2	:	12,419,073,888	7.9	86	84	2.4
Residential or Domestic Sales	67,951,420	66,038,432 $\frac{1}{2}$	2.9	:	1,806,418,068	4.0	2,044,577	2,032,920	0.6
Rural Sales	5,541,017	5,155,301 $\frac{1}{2}$	7.5	:	1,153,766,933	9.0	1,726,995	1,717,555	0.5
Large Power & Light Sales	83,595,660	76,476,670	9.3	:	7,616,758,240	11.4	75,524	72,770	3.8
Small Power & Light Sales	46,435,047	45,005,835	3.2	:	1,301,221,099	3.6	6,781	6,532	3.8
Pub. St. & Highway Lighting Sales	1,722,071	1,786,667	-3.6	:	57,771,584	1.6	231,530	232,115	-0.3
Other Sales to Public Authorities	4,849,564	4,830,463 $\frac{1}{2}$	0.4	:	383,645,508	3.4	1,054	1,040	1.3
Sales to Railroads & Railways	9,394,479	9,354,202	0.4	:	1,108,975,014	-0.9	2,679	2,894	-7.4
				:			14	14	0.0

* See footnotes on supporting tables.

** Eleven large utilities. See page 2 for list.

*** Inter-company transactions have not been eliminated.

$\frac{1}{2}$ Revised since publication of Research Bulletin No. 39.

Table 1. (Continued)*
ILLINOIS ELECTRIC UTILITIES**
SUMMARY OF ELECTRIC SALES BY CLASS OF SERVICE***

	REVENUE PER KWH		% TOTAL OPERATING REVENUE		% OF TOTAL SALES TO ULT. CONS.	
	1944	1944	1944	1944	REV	KWH
Total Electric Operating Revenue			100.00%		0.00%	0.00%
Other Electric Revenues			1.46		0.00	0.00
Total Sales of Electric Energy	1.374		98.54		0.00	0.00
Interdepartmental Sales	0.65		0.04		0.00	0.00
Sales to Other Electric Utilities	0.48		10.63		0.00	0.00
Total Sales to Ultimate Consumers	1.77		87.87		100.00	100.00
Residential or Domestic Sales	3.76		27.20		30.96	14.54
Rural Sales	3.60		2.22		2.52	1.24
Large Power & Light Sales	1.10		33.47		38.09	61.33
Small Power & Light Sales	3.57		18.59		21.16	10.48
Pub. St. & Highway Lighting Sales	2.98		0.69		0.78	0.47
Other Sales to Public Authorities	1.26		1.94		2.21	3.09
Sales to Railroads & Railways	0.85		3.76		4.28	8.85

* See footnotes on supporting tables.

** Eleven large utilities. See page 2 for list.

*** Inter-company transactions have not been eliminated.

Table 2.
ILLINOIS ELECTRIC UTILITIES
RESIDENTIAL OR DOMESTIC SALES

	REVENUE		KILOWATT-HOURS		AVERAGE NUMBER OF CUSTOMERS	
	1944	1943	Change	1944	1943	Change
TOTAL 11 COMPANIES ^{1/}	\$67,951,420	\$66,038,432 ^{2/}	2.9%	1,806,418,068	1,737,475,797	4.0%
TOTAL 11 COMPANIES, ex. of Commonwealth Edison Co. ^{1/}	36,419,984	35,200,517 ^{2/}	3.5	945,438,430	902,374,020	4.8
Cent. Ill. Elec. & Gas Co.	1,617,591	1,493,767	8.3	44,509,592	40,436,850	10.1
Central Illinois Light Co.	2,396,386	2,326,373	3.0	81,543,441	77,691,531	5.0
Cent. Ill. Pub. Ser. Co.	5,226,791	5,016,768 ^{2/}	4.2	108,865,234	103,634,348	5.0
Commonwealth Edison Company	31,531,436	30,837,915	2.2	860,979,638	835,101,777	3.1
Illinois Northern Utilities Co.	1,713,699	1,668,568	2.7	45,324,950	43,574,066	4.0
Illinois Power Company	7,247,578	7,034,047	3.0	190,140,395	181,689,548	4.7
Iowa-Illinois Gas & Elec. Co.	858,866	838,788	2.4	26,149,953	25,296,163	3.4
Pub. Ser. Co. of No. Illinois	14,261,168	13,814,578	3.2	364,615,433	349,412,846	4.4
Union Elec. Co. of Illinois	1,240,845	1,204,958	3.0	40,921,815	39,095,224	4.7
Western United Gas & Elec. Co.	1,857,060	1,802,670	3.0	43,367,617	41,543,444	4.4
				25,087	24,563	2.1
				303,134	298,970	1.4
				35,486	35,254	0.7
				40,467	40,460	3/

^{1/} Except that Produce Terminal Corporation, one of the eleven companies included in this study, reported no Residential Sales in either year.

^{2/} Revised since publication of Research Bulletin No. 39.

^{3/} Less than one-half of one-tenth per cent increase.

Table 2. (Continued)
ILLINOIS ELECTRIC UTILITIES
RESIDENTIAL OR DOMESTIC SALES

	REVENUE		KWH PER		REVENUE		% OF TOTAL SALES TO ULT. CONS.	
	PER KWH		CUSTOMER		PER CUSTOMER			
	1944	1943	1944	1943	1944	1943		
TOTAL 11 COMPANIES ^{1/}	3.764	3.804	1,046	1,012	\$39.35	\$38.45	30.96%	14.54%
TOTAL 11 COMPANIES, ex. of Commonwealth Edison Co. ^{1/}	3.85	3.90	1,092	1,051	42.06	41.01	32.60	15.11
Cent. Ill. Elec. & Gas Co.	3.63	3.69	1,072	981	38.96	36.23	34.56	20.35
Central Illinois Light Co.	2.94	2.99	1,291	1,236	37.94	37.01	28.93	14.78
Cent. Ill. Pub. Ser. Co.	4.80	4.84	793	766	38.08	37.07 ^{2/}	32.74	15.52
Commonwealth Edison Company	3.66	3.69	1,000	972	36.62	35.89	29.26	13.17
Illinois Northern Utilities Co.	3.78	3.83	1,127	1,079	42.62	41.32	27.25	13.13
Illinois Power Company	3.81	3.87	1,059	1,013	40.37	39.23	34.48	18.01
Iowa-Illinois Gas & Elec. Co.	3.28	3.32	1,042	1,030	34.24	34.15	26.10	14.43
Pub. Ser. Co. of No. Ill.	3.91	3.95	1,203	1,159	47.05	46.21	36.10	16.05
Union Elec. Co. of Illinois	3.03	3.08	1,153	1,109	34.97	34.18	17.81	6.02
Western United Gas & Elec. Co.	4.28	4.34	1,072	1,027	45.89	44.55	41.99	27.53

^{1/} Except that Produce Terminal Corporation, one of the eleven companies included in this study, reported no Residential Sales in either year.

^{2/} Revised since publication of Research Bulletin No. 39.

Table 3.
ILLINOIS ELECTRIC UTILITIES
RURAL SALES

	REVENUE			KILOWATT-HOURS			AVERAGE NUMBER OF CUSTOMERS		
	1944	1943	Change	1944	1943	Change	1944	1943	Change
TOTAL 11 COMPANIES ^{1/}	\$5,541,017	\$5,155,301 ^{2/}	7.5%	153,766,933	141,038,299	9.0%	75,524	72,770	3.8%
Cent. Ill. Elec. & Gas Co.	254,976	220,851	15.5	5,856,772	5,048,873	16.0	3,411	3,218	6.0
Central Illinois Light Co.	356,276	344,118	3.5	13,557,050	12,899,917	5.1	5,821	5,742	1.4
Cent. Ill. Pub. Ser. Co.	637,100	594,099 ^{2/}	7.2	14,175,697	13,163,119	7.7	9,061	8,642	4.8
Illinois Northern Utilities Co.	1,121,270	1,020,617	9.9	29,727,159	26,474,080	12.3	13,852	13,115	5.6
Illinois Power Company	1,104,454	1,015,600	8.7	25,546,141	23,205,257	10.1	14,049	13,128	7.0
Iowa-Illinois Gas & Elec. Co.	141,733	136,359	3.9	4,084,071	3,871,847	5.5	3,347	3,265	2.5
Pub. Ser. Co. of No. Ill.	1,518,607	1,436,127	5.7	47,983,013	44,266,020	8.4	20,160	19,870	1.5
Union Elec. Co. of Illinois	186,036	176,734	5.3	5,184,237	4,886,684	6.1	3,531	3,479	1.5
Western United Gas & Elec. Co.	220,565	210,796	4.6	7,652,793	7,222,502	6.0	2,292	2,311	-0.8

^{1/} Except that Commonwealth Edison Company and Produce Terminal Corporation, two of the eleven companies included in this study, reported no Rural Sales in either year.

^{2/} Revised since publication of Research Bulletin No. 39.

Table 3. (Continued)
ILLINOIS ELECTRIC UTILITIES
RURAL SALES

	REVENUE PER KWH		KWH PER CUSTOMER		REVENUE PER CUSTOMER		% OF TOTAL SALES TO ULT. CONS.	
	1944	1943	1944	1943	1944	1943	1944	1943
	REV	KWH	REV	KWH	REV	KWH	REV	KWH
TOTAL 11 COMPANIES ^{1/}	3.60¢	3.65¢	2,036	1,938	\$73.37	\$70.81 ^{2/}	2.52%	1.24%
Cent. Ill. Elec. & Gas Co.	4.35	4.37	1,717	1,569	74.75	68.63	5.45	2.68
Central Illinois Light Co.	2.63	2.67 ^{2/}	2,329	2,247	61.21	59.93	4.30	2.46
Cent. Ill. Pub. Ser. Co.	4.49	4.51 ^{2/}	1,564	1,523	70.31	68.75 ^{2/}	3.99	2.02
Illinois Northern Utilities Co.	3.77	3.86	2,146	2,019	80.95	77.82	17.83	8.61
Illinois Power Company	4.32	4.38	1,818	1,768	78.61	77.36	5.26	2.42
Iowa-Illinois Gas & Elec. Co.	3.47	3.52	1,220	1,186	42.35	41.76	4.31	2.25
Pub. Ser. Co. of No. Ill.	3.16	3.24	2,380	2,228	75.33	72.28	3.84	2.11
Union Elec. Co. of Illinois	3.59	3.62	1,468	1,405	52.69	50.80	2.67	0.76
Western United Gas & Elec. Co.	2.88	2.92	3,339	3,125	96.23	91.21	4.99	4.86

^{1/} Except that Commonwealth Edison Company and Produce Terminal Corporation, two of the eleven companies included in this study, reported no Rural Sales in either year.

^{2/} Revised since publication of Research Bulletin No. 39.

Table 4.
ILLINOIS ELECTRIC UTILITIES
LARGE POWER & LIGHT

	REVENUE			KILOWATT-HOURS			AVERAGE NUMBER OF CUSTOMERS			REVENUE PER KWH		% OF TOTAL SALES TO ULT. CONS.	
	1944			1943			1944			1944		1944	
	1944	1943	Change	1944	1943	Change	1944	1943	Change	1944	1943	REV	KWH
TOTAL 11 COMPANIES	\$83,595,660	\$76,476,670	9.3%	7,616,758,240	6,839,876,004	11.4%	6,781	6,532	3.8%	1.10¢	1.12¢	38.09%	61.33%
TOTAL 11 COMPANIES, ex. of Commonwealth Edison Co.	40,650,228	36,490,066	11.4	4,060,120,399	3,579,402,229	13.4	2,441	2,350	3.9	1.00	1.02	36.38	64.89
Cent. Ill. Elec. & Gas Co.	1,349,505	1,231,099	9.6	112,031,602	104,945,517	6.8	112	110	1.8	1.20	1.17	28.83	51.24
Central Illinois Light Co.	3,637,341	3,322,469	9.5	382,081,671	346,001,882	10.4	229	235	-2.6	0.95	0.96	43.92	69.25
Cent. Ill. Pub. Ser. Co.	5,097,295	4,364,718	16.8	424,872,902	332,572,495	27.8	378	350	8.0	1.20	1.31	31.93	60.55
Commonwealth Edison Company	42,945,432	39,986,604	7.4	3,556,637,841	3,260,473,775	9.1	4,340	4,182	3.8	1.21	1.23	39.85	57.72
Ill. Northern Utilities Co.	1,994,044	1,967,455	1.4	231,679,077	239,364,750	-3.2	213	216	-1.4	0.86	0.82	31.70	67.11
Illinois Power Company	6,428,141	5,771,466	11.4	590,898,445	523,203,800	12.9	257	256	0.4	1.09	1.10	30.58	55.95
Iowa-Illinois Gas & Elec. Co.	1,032,297	984,039	4.9	91,455,603	81,291,394	12.5	33	54	-38.9	1.13	1.21	31.37	50.48
Produce Terminal Corporation	1,128,795	1,097,527	2.8	83,403,652	80,134,290	4.1	103	103	0.0	1.35	1.37	85.47	87.58
Pub. Ser. Co. of No. Ill.	14,196,194	12,648,135	12.2	1,467,783,323	1,284,408,735	14.3	841	768	9.5	0.97	0.98	35.94	64.63
Union Elec. Co. of Illinois	4,501,003	3,932,941	14.4	597,607,499	515,138,700	16.0	85	83	2.4	0.75	0.76	64.61	87.90
Western United Gas & Elec. Co.	1,285,613	1,170,217	9.9	78,306,625	72,340,666	8.2	190	175	8.6	1.64	1.62	29.07	49.71

Table 5.

ILLINOIS ELECTRIC UTILITIES
SMALL POWER & LIGHT

	REVENUE		KILOWATT-HOURS		AVERAGE		REVENUE		% OF TOTAL	
	1944		1943		1944		1943		1944	
	1944	Change	1944	Change	1944	Change	1944	Change	1944	1943
TOTAL 11 COMPANIES	\$46,435,047	3.2%	1,301,221,099	3.6%	231,530	0.3%	3,57¢	3.58¢	21.16%	10.48%
TOTAL 11 COMPANIES, ex. of Commonwealth Edison Co.	22,972,294	3.3	678,426,472	4.0	124,526	0.5	3.39	3.41	20.56	10.84
Cent. Ill. Elec. & Gas Co.	1,211,053	6.8	37,062,988	5.9	5,688	4.6	3.27	3.24	25.87	16.95
Central Illinois Light Co.	1,687,828	4.7	67,508,066	4.4	8,793	1.5	2.50	2.49	20.38	12.24
Cent. Ill. Pub. Ser. Co.	4,468,947	4.4	126,224,695	5.0	28,915	0.1	3.54	3.56	28.00	17.99
Commonwealth Edison Company	23,462,753	3.0	622,794,627	3.0	107,004	-1.1	3.77	3.77	21.78	10.11
Illinois Northern Utilities Co.	1,219,302	5.5	28,936,784	6.5	7,808	-0.5	4.21	4.25	19.39	8.38
Illinois Power Company	5,184,053	3.1	169,765,004	4.4	29,173	1/	3.05	3.09	24.67	16.08
Iowa-Illinois Gas & Elec. Co. ^{2/}	886,413	6.5	30,613,473	9.0	5,061	2.1	2.90	2.96	26.94	16.90
Produce Terminal Corporation ^{3/}	84,245	-1.0	2,293,025	0.3	91	-4.2	3.67	3.72	6.38	6.79
Pub. Ser. Co. of No. Ill.	6,330,290	1.3	160,586,798	1.2	29,797	-0.3	3.94	3.93	16.03	7.07
Union Elec. Co. of Illinois	950,929	4.8	32,278,846	5.5	4,381	-0.3	2.95	2.97	13.65	4.75
Western United Gas & Elec. Co.	949,234	-0.4	23,156,793	2.0	4,819	6.2	4.10	4.20	21.46	14.70

^{1/} Less than one-half of one-tenth per cent decrease.^{2/} Account 608, Other Sales, amounting to \$740 revenue and 13,998 kilowatt-hours for five customers in 1944, and \$444 revenue and 14,676 kilowatt-hours for seven customers in 1943, has been included in Small Power and Light Sales for the purpose of this study. Only one other company reported this class of business.^{3/} Account 608, Other Sales, amounting to \$4,326 revenue and 108,600 kilowatt-hours for two customers in 1944, and \$4,108 revenue and 107,000 kilowatt-hours for two customers in 1943, has been included in Small Power and Light Sales for the purpose of this study. Only one other company reported this class of business.

Table 6.
ILLINOIS ELECTRIC UTILITIES
PUBLIC STREET & HIGHWAY LIGHTING

	REVENUE			KILOWATT-HOURS			AVERAGE NUMBER OF CUSTOMERS			REVENUE PER KWH			% OF TOTAL SALES TO ULT. CONS.
	1944	1943	Change	1944	1943	Change	1944	1943	Change	1944	1943		
TOTAL 11 COMPANIES 1/	\$1,722,071	\$1,786,667	-3.6%	57,771,584	56,839,315	1.6%	1,054	1,040	1.3%	2.98¢	3.14¢	: 0.78%	0.47%
TOTAL 11 COMPANIES, ex. of Commonwealth Edison Co. 1/	1,590,179	1,654,720	-3.9	53,858,764	52,929,008	1.8	1,052	1,038	1.3	2.95	3.13	: 1.42	0.86
Cent. Ill. Elec. & Gas Co.	63,982	95,574	-33.1	3,832,863	3,857,129	-0.6	46	42	9.5	1.67	2.48	: 1.36	1.75
Central Illinois Light Co.	174,667	171,450	1.9	5,463,730	5,092,816	7.3	34	34	0.0	3.29	3.37	: 2.11	0.99
Cent. Ill. Pub. Ser. Co.	288,026	298,473	-3.5	10,715,237	10,620,993	0.9	368	363	1.4	2.69	2.81	: 1.80	1.53
Commonwealth Edison Company	131,892	131,947	-0.1	3,912,820	3,910,307	0.1	2	2	0.0	3.37	3.37	: 0.12	0.06
Illinois Northern Utilities Co.	138,293	141,576	-2.3	3,705,751	3,814,863	-2.9	83	82	1.2	3.73	3.71	: 2.19	1.07
Illinois Power Company	252,855	263,314	-4.0	6,932,471	6,921,363	0.2	265	264	0.4	3.65	3.60	: 1.20	0.65
Iowa-Illinois Gas & Elec. Co.	73,847	75,643	-2.4	2,421,753	2,316,754	4.5	10	10	0.0	3.05	3.27	: 2.24	1.34
Pub. Ser. Co. of No. Ill.	464,585	476,875	-2.6	16,370,271	15,847,282	3.3	221	218	1.4	2.84	3.01	: 1.18	0.72
Union Elec. Co. of Illinois	76,739	77,668	-1.2	2,794,478	2,807,199	-0.5	14	14	0.0	2.75	2.77	: 1.10	0.41
Western United Gas & Elec. Co.	57,185	54,147	5.6	1,622,210	1,650,609	-1.7	11	11	0.0	3.53	3.28	: 1.29	1.03

^{1/} Except that Produce Terminal Corporation, one of the eleven companies included in this study, reported no Public Street and Highway Lighting Sales in either year.

Table 7.
ILLINOIS ELECTRIC UTILITIES
OTHER SALES TO PUBLIC AUTHORITIES

	REVENUE			KILOWATT-HOURS			AVERAGE			REVENUE		% OF TOTAL	
	1943			1944			1943			1944		SALES TO UTL. CO	
	1944	1943	Change	1944	1943	Change	1944	1943	Change	1944	1943	REV	KWH
TOTAL 11 COMPANIES	\$4,849,564	\$4,830,463	1/	383,645,508	370,955,859	3.4%	2,679	2,894	-7.4%	1.264	1.304	2.21%	3.09
TOTAL 11 COMPANIES, ex. of Commonwealth Edison Co.	2,666,961	2,686,923	1/	212,294,139	214,538,747	-1.0	2,671	2,886	-7.4	1.26	1.25	2.39	3.39
Cent. Ill. Elec. & Gas Co.	184,071	271,862	-32.3	15,368,378	17,823,885	-13.8	302	451	-33.0	1.20	1.53	3.93	7.03
Central Illinois Light Co.	29,583	28,064	5.4	1,536,206	1,414,440	8.6	25	25	0.0	1.93	1.98	0.36	0.28
Cent. Ill. Pub. Ser. Co.	245,004	221,045	10.8	16,761,213	14,930,150	12.3	159	160	-0.6	1.46	1.48	1.54	2.39
Commonwealth Edison Company	2,182,603	2,143,540	1.8	171,351,369	156,417,112	9.5	8	8	0.0	1.27	1.37	2.03	2.78
Ill. Northern Utilities Co.	103,363	101,733	1.6	5,873,505	5,667,359	3.6	77	77	0.0	1.76	1.80	1.64	1.70
Illinois Power Company	286,942	276,662	3.7	21,524,796	20,208,780	6.5	183	181	1.1	1.33	1.37	1.37	2.04
Iowa-Illinois Gas & Elec. Co.	297,357	310,330	-4.2	26,462,963	32,411,561	-18.4	6	6	0.0	1.12	0.96	9.04	14.60
Produce Terminal Corporation	107,622	70,605	52.4	8,462,805	5,270,948	60.6	11	8	37.5	1.27	1.34	8.15	5.63
Pub. Ser. Co. of No. Ill.	1,349,569	1,353,576	-0.3	111,850,675	113,177,894	-1.2	1,896	1,963	-3.4	1.21	1.20	3.42	4.93
Union Elec. Co. of Illinois	11,256	14,739	-23.6	1,069,743	1,314,991	-18.7	3	3	0.0	1.05	1.12	0.16	0.16
Western United Gas & Elec. Co.	52,194	38,307	36.3	3,383,855	2,318,739	45.9	9	12	-25.0	1.54	1.65	1.18	2.15

Table 8.
ILLINOIS ELECTRIC UTILITIES
SALES TO RAILROADS & RAILWAYS

	REVENUE		KILOWATT-HOURS		AVERAGE		REVENUE		% OF TOTAL	
	1944		1943		NUMBER OF CUSTOMERS		PER KWH		SALES TO ULT. CONS	
	1944	1943	1944	1943	1944	1943	1944	1943	1944	1943
TOTAL 11 COMPANIES ^{1/}	\$9,394,479	\$9,354,202	1,099,492,456	1,108,975,014	14	14	0.85¢	0.84¢	4.28%	8.85%
TOTAL 11 COMPANIES, ex. of Commonwealth Edison Co. ^{1/}	1,893,337	1,829,970	153,125,736	149,170,412	9	9	1.24	1.23	1.69	2.45
Commonwealth Edison Co.	7,501,142	7,524,232	946,366,720	959,804,602	5	5	0.79	0.78	6.96	15.36
Illinois Power Company	512,934	461,079	51,208,973	45,741,721	3	3	1.00	1.01	2.44	4.85
Pub. Ser. Co. of No. Ill.	1,379,589	1,368,084	101,880,590	103,392,841	5	5	1.35	1.32	3.49	4.49
Western United Gas & Elec. Co.	814	807	36,173	35,850	1	1	2.25	2.25	0.02	0.02

^{1/} Except that Central Illinois Electric and Gas Company, Central Illinois Light Company, Central Illinois Public Service Company, Illinois Northern Utilities Company, Iowa-Illinois Gas and Electric Company, Produce Terminal Corporation and Union Electric Company of Illinois, seven of the eleven companies included in this study, reported no Sales to Railroads and Railways in either year.

Table 9.
ILLINOIS ELECTRIC UTILITIES
TOTAL SALES TO ULTIMATE CONSUMERS*

	REVENUE			KILOWATT-HOURS			AVERAGE			REVENUE	
	1943			1944			NUMBER OF CUSTOMERS			PER KWH	
	1944	Change	1943	1944	Change	1943	1944	Change	1943	1944	1943
TOTAL 11 COMPANIES	\$219,489,258	5.2%	\$208,647,570	12,419,073,888	7.9%	11,511,699,761	2,044,577	0.6%	2,032,920	1.77¢	1.81¢
TOTAL 11 COMPANIES, ex. of Commonwealth Edison Co.	111,734,000	6.2	105,250,873	6,257,030,873	9.9	5,691,555,066	1,072,057	1.0	1,061,291	1.79	1.85
Cent. Ill. Elec. & Gas Co.	4,681,178	5.3	4,447,248	218,662,195	5.6	207,094,153	51,083	1.2	50,482	2.14	2.15
Central Illinois Light Co.	8,282,081	6.1	7,803,950	551,690,164	8.6	507,774,420	78,067	0.7	77,555	1.50	1.54
Cent. Ill. Pub. Ser. Co.	15,963,163	8.0	14,774,155	701,614,978	17.9	595,191,847	176,124	1.4	173,730	2.28	2.48
Commonwealth Edison Company	107,755,258	4.2	103,396,697	6,162,043,015	5.9	5,820,144,695	972,520	0.1	971,629	1.75	1.78
Illinois Northern Utilities Co.	6,289,971	3.9	6,056,081	345,247,226	-0.2	346,076,828	62,241	0.8	61,724	1.82	1.75
Illinois Power Company	21,016,957	5.9	19,850,284	1,056,016,225	9.6	963,542,926	223,450	0.5	222,335	1.99	2.06
Iowa-Illinois Gas & Elec. Co.	3,290,513	3.6	3,177,434	181,187,816	4.6	173,279,912	33,544	2.1	32,856	1.82	1.83
Produce Terminal Corporation	1,320,662	5.4	1,253,251	94,159,482	7.4	87,691,203	205	-0.5	206	1.40	1.43
Pub. Ser. Co. of No. Ill.	39,500,002	5.8	37,343,877	2,271,070,103	9.8	2,069,256,871	356,054	1.2	351,669	1.74	1.80
Union Elec. Co. of Illinois	6,966,808	10.3	6,314,555	679,856,618	14.5	593,839,252	43,500	0.6	43,226	1.02	1.06
Western United Gas & Elec. Co.	4,422,665	4.6	4,230,038	157,526,066	6.6	147,807,654	47,789	0.6	47,508	2.81	2.86

* Refer to footnotes on supporting tables.

Table 10.

ILLINOIS ELECTRIC UTILITIES
SALES TO OTHER ELECTRIC UTILITIES

	REVENUE		KILOWATT-HOURS		AVERAGE		REVENUE	
	1944		1943		NUMBER OF CUSTOMERS		PER KWH	
		Change		Change	1944	1943	1944	1943
TOTAL 11 COMPANIES ^{1/}	\$26,554,918	\$25,276,025	5.1%					
TOTAL 11 COMPANIES, ex. of Commonwealth Edison Co. ^{1/}	16,200,783	16,620,477	-2.5					
Central Illinois Light Co.	351,210	169,166	107.6					
Cent. Ill. Pub. Ser. Co.	589,551	542,366	8.7					
Commonwealth Edison Company	10,354,135	8,655,548	19.6					
Illinois Northern Utilities Co.	226,591	136,006	66.6					
Illinois Power Company	657,493	626,794	4.9					
Iowa-Illinois Gas & Elec. Co.	162,054	149,177	8.6					
Pub. Ser. Co. of No. Illinois	1,726,039	2,719,619	-36.5					
Union Elec. Co. of Illinois	11,928,438	11,721,650	1.8					
Western United Gas & Elec. Co.	559,407	555,699	0.7					

^{1/} Except that Central Illinois Electric and Gas Company and Produce Terminal Corporation, two of the eleven companies included in this study, reported no sales to other electric utilities in either year.

Table 11.
ILLINOIS ELECTRIC UTILITIES
INTERDEPARTMENTAL SALES

	REVENUE		KILOWATT-HOURS		AVERAGE NUMBER OF CUSTOMERS		REVENUE PER KWH	
	1944	1943	Change	1944	1943	Change	1944	1943
TOTAL 11 COMPANIES. 1/	\$105,281	\$105,763	-0.5%	16,221,845	16,195,306	0.2%	0.65¢	0.65¢
Central Illinois Light Co.	5,149	5,254	-2.0	202,412	209,472	-3.4	2.54	2.51
Illinois Power Company	85,957	82,421	4.3	14,129,452	13,574,075	4.1	0.61	0.61
Produce Terminal Corporation	14,175	18,088	-21.6	1,889,981	2,411,759	-21.6	0.75	0.75

1/ Except that Central Illinois Electric and Gas Company, Central Illinois Public Service Company, Commonwealth Edison Company, Illinois Northern Utilities Company, Iowa-Illinois Gas and Electric Company, Public Service Company of Northern Illinois, Union Electric Company of Illinois and Western United Gas and Electric Company, eight of the eleven companies, reported no Interdepartmental Sales in either year.

Table 12.
ILLINOIS ELECTRIC UTILITIES
TOTAL SALES OF ELECTRIC ENERGY

	REVENUE		Change	KILOWATT-HOURS		Change	AVERAGE NUMBER OF CUSTOMERS		Change	REVENUE PER KWH	
	1944	1943		1944	1943		1944	1943		1944	1943
TOTAL 11 COMPANIES	\$246,149,457	\$234,029,358	5.2%	17,928,604,045	17,092,514,327	4.9%	2,044,663	2,033,004	0.6%	1.37¢	1.37¢
TOTAL 11 COMPANIES, ex. of Commonwealth Edison Company	128,040,064	121,977,113	5.0	9,264,283,655	8,976,168,373	3.2	1,072,137	1,061,369	1.0	1.38	1.36
Cent. Ill. Elec. & Gas Co.	4,681,178	4,447,248	5.3	218,662,195	207,094,153	5.6	51,083	50,482	1.2	2.14	2.15
Central Illinois Light Co.	8,638,440	7,978,370	8.3	617,385,796	533,590,949	15.7	78,072	77,560	0.7	1.40	1.50
Cent. Ill. Pub. Ser. Co.	16,552,714	15,316,521	8.1	761,688,382	649,924,672	17.2	176,154	173,759	1.4	2.17	2.36
Commonwealth Edison Company	118,109,393	112,052,245	5.4	8,664,320,390	8,116,345,954	6.8	972,526	971,635	0.1	1.36	1.38
Illinois Northern Utilities Co.	6,516,562	6,192,087	5.2	375,380,384	363,715,013	3.2	62,244	61,726	0.8	1.74	1.70
Illinois Power Company	21,760,407	20,559,499	5.8	1,137,144,830	1,040,396,064	9.3	223,476	222,361	5.1	1.91	1.98
Iowa-Illinois Gas & Elec. Co.	3,452,567	3,326,611	3.8	197,757,716	188,580,912	4.9	33,546	32,858	2.1	1.75	1.76
Produce Terminal Corporation	1,334,837	1,271,339	5.0	96,049,463	90,102,962	6.6	205	206	-0.5	1.39	1.41
Pub. Ser. Co. of No. Ill.	41,226,041	40,063,496	2.9	2,807,269,386	2,927,764,487	-4.1	356,059	351,674	1.2	1.47	1.37
Union Elec. Co. of Illinois	18,895,246	18,036,205	4.8	2,800,594,021	2,733,756,414	2.4	43,502	43,228	0.6	0.67	0.66
Western United Gas & Elec. Co.	4,982,072	4,785,737	4.1	252,351,482	241,242,747	4.6	47,796	47,515	0.6	1.97	1.98

Table 13.
ILLINOIS ELECTRIC UTILITIES
OTHER ELECTRIC OPERATING REVENUE

	REVENUE		% TOTAL OPERATING REVENUE
	1944	1943	1944
TOTAL 11 COMPANIES	\$3,645,297	\$3,553,392 ^{1/}	1.46%
TOTAL 11 COMPANIES, ex. of Commonwealth Edison Company	1,510,120	1,508,097	1.17
Cent. Ill. Elec. & Gas Co.	24,533	24,719	0.52
Central Illinois Light Co.	149,038	145,743	1.70
Cent. Ill. Pub. Ser. Co.	304,590	288,995	1.81
Commonwealth Edison Company	2,135,177	2,045,295 ^{1/}	1.78
Illinois Northern Utilities Co.	53,830	60,159	0.82
Illinois Power Company	228,069	228,295	1.04
Iowa-Illinois Gas & Elec. Co.	35,657	29,579	1.02
Produce Terminal Corporation	3,789	4,126	0.28
Pub. Ser. Co. of No. Ill.	556,874	588,594	1.33
Union Elec. Co. of Illinois	109,063	107,211	0.57
Western United Gas & Elec. Co.	41,677	30,676	0.89

^{1/} Revised since publication of Research Bulletin No. 39.

Table 14.
ILLINOIS ELECTRIC UTILITIES
TOTAL ELECTRIC OPERATING REVENUE

	REVENUE		Change
	1944	1943	
TOTAL 11 COMPANIES	\$249,794,754	\$237,582,750 ^{1/}	5.1%
TOTAL 11 COMPANIES, ex. of Commonwealth Edison Co.	129,550,184	123,485,210	4.9
Cent. Ill. Elec. & Gas Co.	4,705,711	4,471,967	5.2
Central Illinois Light Co.	8,787,478	8,124,113	8.2
Cent. Ill. Pub. Ser. Co.	16,857,304	15,605,516	8.0
Commonwealth Edison Company	120,244,570	114,097,540 ^{1/}	5.4
Illinois Northern Utilities Co.	6,570,392	6,252,246	5.1
Illinois Power Company	21,988,476	20,787,794	5.8
Iowa-Illinois Gas & Elec. Co.	3,488,224	3,356,190	3.9
Produce Terminal Corporation	1,338,626	1,275,465	5.0
Pub. Ser. Co. of No. Ill.	41,782,915	40,652,090	2.8
Union Elec. Co. of Illinois	19,004,309	18,143,416	4.7
Western United Gas & Elec. Co.	5,026,749	4,816,413	4.4

^{1/} Revised since publication of Research Bulletin No. 39.

Table 15.

TRENDS IN ELECTRIC SALES

by

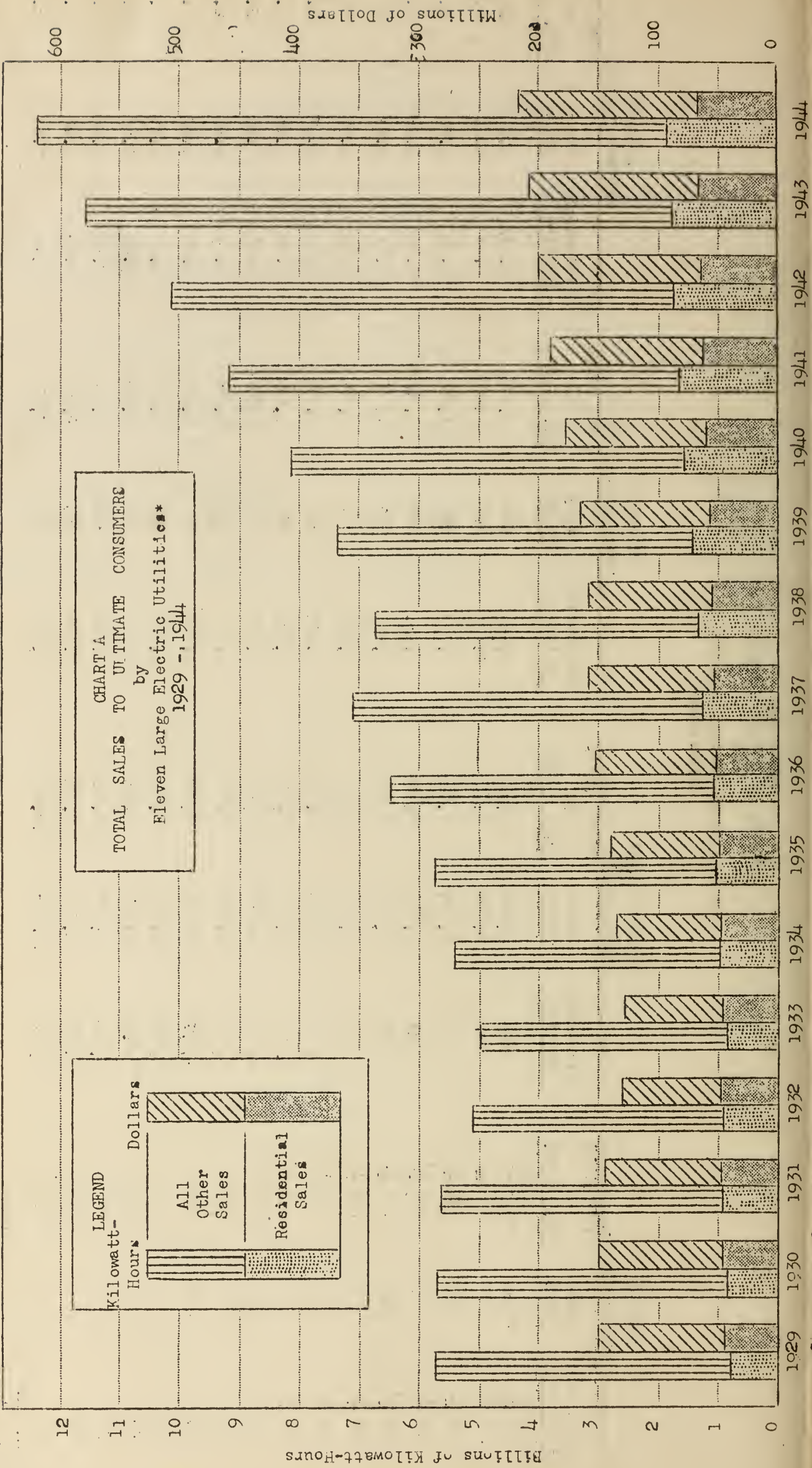
Eleven Large Electric Utilities *
1929-1944

Year	REVENUE (Millions)			KILOWATT-HOURS (Millions)			CUSTOMERS (Thousands)			AVERAGE REVENUE PER KWH		
	Residential Sales**	Other Sales	Total Sales to Ult. Cons.	Residential Sales**	Other Sales	Total Sales to Ult. Cons.	Residential Sales**	Other Sales	Total Sales to Ult. Cons.	Residential Sales**	Other Sales	Total Sales to Ult. Cons.
1929	45 1/2	101	146 1/2	780	5,057	5,837	1,472	304	1,776	5.837	1.984	2.494
1930	48 1/2	99	147 1/2	869	4,899	5,768	1,499	307	1,806	5.56	2.02	2.56
1931	49 1/2	95	144 1/2	915	4,774	5,689	1,473	322	1,795	5.34	1.99	2.53
1932	48 1/2	85	133 1/2	901	4,211	5,112	1,435	308	1,743	5.18	2.03	2.61
1933	46 1/2	82	128 1/2	878	4,151	5,029	1,422	287	1,709	5.24	1.97	2.54
1934	48 1/2	85	133 1/2	937	4,474	5,411	1,464	281	1,745	5.08	1.90	2.45
1935	49 1/2	89	138 1/2	1,011	4,760	5,771	1,493	279	1,772	4.89	1.87	2.40
1936	51 1/2	97	148 1/2	1,087	5,442	6,528	1,524	287	1,811	4.70	1.78	2.27
1937	53	104	157	1,218	5,933	7,151	1,558	288	1,846	4.32	1.76	2.20
1938	55	102	157	1,310	5,393	6,703	1,581	298	1,879	4.19	1.89	2.34
1939	57	108	165	1,392	6,018	7,410	1,608	305	1,913	4.06	1.80	2.22
1940	59	116	175	1,500	6,629	8,129	1,638	315	1,953	3.96	1.75	2.16
1941	62	127	189	1,604	7,592	9,196	1,673	326	1,998	3.90	1.66	2.06
1942	64	134	198	1,672	8,476	10,148	1,705	326	2,031	3.86	1.58	1.95
1943	66	143	209	1,737	9,775	11,512	1,718	285	2,033	3.80	1.46	1.81
1944	68	151	219	1,806	10,613	12,419	1,727	318	2,045	3.76	1.43	1.76

* See page 2 for list of utilities.

** Exclusive of the Produce Terminal Corporation, which reports no residential sales.

1/ Includes forfeited discounts.



* See page 2 for list of utilities.



Dwight H. Green, Governor

ILLINOIS ELECTRIC UTILITIES
A Comparative Study of 1947 Sales

Research Bulletin No. 43

John D. Biggs, Chairman

William Parrillo

Frank Peska

Edwin A. Rosenstone

Val J. Washington, Commissioners

Joseph F. Gubbins, Secretary

ENGINEERING SECTION
Research & Statistics

ILLINOIS COMMERCE COMMISSION

~~ILLINOIS COMMERCE COMMISSION~~

ILLINOIS ELECTRIC UTILITIES

A Comparative Study of 1947 Sales

As Reported by the Eleven Largest
Electric Utilities Whose Sales to Ultimate
Consumers Account for Approximately 99% of the
Total for the State

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Research and Statistics
Engineering Section
Illinois Commerce Commission

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ILLINOIS COMMERCE COMMISSION
Research and Statistics Division
Engineering Section
Springfield, Illinois

April 29, 1948

Hon. John D. Biggs, Chairman
Illinois Commerce Commission
Springfield, Illinois

Dear Sir:

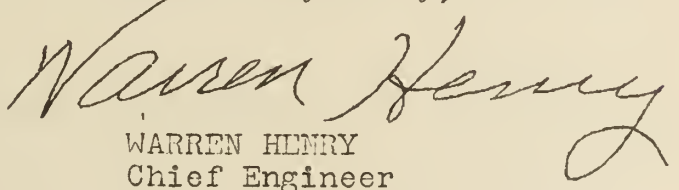
This study, Research Bulletin #43 entitled "Illinois Electric Utilities, A Comparative Study of 1947 Sales" is a continuation of a permanent and historical record began a number of years ago. It provides an analyses of electric sales reported by the eleven largest electric utilities subject to the jurisdiction of the Illinois Commerce Commission. This report is discussed more in detail on page 2 of this bulletin.

The textual portion of the study reviews briefly the principal facts derived from the tabulations of the 1947 sales compared with the results for 1946. Also included, is a brief discussion of the important trends in electric sales during the nineteen years from 1929 to 1947, inclusive.

The statistical tables form the basic part of this study and constitute a permanent reference in regard to comparative sales by the companies during the past two years.

This bulletin was edited by Mr. McAtee of the Research and Statistics Division.

Yours very truly,


WARREN HENRY
Chief Engineer

INTRODUCTORY CONSIDERATIONS

1. Scope of Study

This study presents a comparison of 1947 electric sales with those for the year 1946. The State's total electric business is based upon eleven of the privately owned electric utilities operating in the State (under the jurisdiction of the Illinois Commerce Commission) which account for approximately 99% of the total. This study, beginning as in Bulletin No. 24, confines itself solely to the sales of those eleven companies, viz.:

Central Illinois Electric & Gas Company,
Central Illinois Light Company,
Central Illinois Public Service Company,
Commonwealth Edison Company,
Illinois Northern Utilities Company,
Illinois Power Company,
Iowa-Illinois Gas & Electric Company,
Produce Terminal Corporation,
Public Service Company of Northern Illinois,
Union Electric Power Company,
Western United Gas & Electric Company

As in all previous similar studies, this continues the policy that no attempt has been made to determine the reasonableness or unreasonableness of the data, but rather to discuss the relationship of such results to the economic factors apparently responsible for their behavior during the period under review.

Data for both 1947 and 1946 are shown throughout these tables together with computations showing percentage changes of 1947 over 1946, average revenue per kilowatt-hour, kilowatt-hour per customer and average revenue per customer. The use of ultimate consumer sales as a common denominator for the measurement of electric sales is still used as an indicator for the relative importance of each class of business.

The long term trends in electric sales have been continued in this study and cover the period from 1929 to 1947, both inclusive. These trends are shown on Table 15, page 32, and graphically by chart A, page 33.

2. Sources of Information

The data shown on the various tables is supplied by each of the eleven companies heretofore mentioned and is taken from their December, 1947 monthly reports filed with the Illinois Commerce Commission. These reports are preliminary and are filed subject to audit before the final annual reports are received. Most, if any, adjustments are made, are due to a reclassification of sales.

The data for Residential Sales, Other Sales 1/ and Total Sales to Ultimate Consumers reflecting the long term trends are obtained from the annual reports filed with the Commission by the eleven large electric utilities, with the exception of the data for the year 1947, which source of information was the preliminary December, 1947 monthly operating reports of the same companies.

3. Accounting Considerations

For the purpose of this study, Interdepartmental Sales 2/ (Account 607) have not been considered as Sales to Ultimate Consumers. Iowa-Illinois Gas and Electric Company and Produce Terminal Corporation are the only two companies reporting Other Sales (Account 608), i.e.. In view of the fact that such sales were exceedingly small in their relationship to Total Sales to Ultimate Consumers, they have, in the case of each of the two companies previously mentioned, been included with those companies' Small Power and Light Sales (see Table 5 , page 22 , footnotes 1/ and 2/.

4. Other Considerations

A few interpretive comments in the text are made to explain the behavior of the sales, trends or the reasonableness or unreasonableness of the figures shown; other than this, no comment is made as to the ratios shown for each company or the many factors influencing each.

ELECTRIC SALES BY CLASSES OF SERVICE

1. COMPARATIVE CONSOLIDATED SUMMARY, Table 1, pages 15 and 16.

The data shown by this table summarizes the integrate sales of the eleven companies considered by this study according to the classifications of energy sold and other electrical and miscellaneous revenue. Included in this summarization, the percentage change is shown comparatively for each particular class, as to comparison, for the years 1947 and 1946. In addition, the average revenue per kilowatt-hour is shown together with the percentage relationship each classification of revenue to the total sales to ultimate consumers and to total operating revenue.

1/ Other Sales was derived by deducting Residential Sales from Total Sales to Ultimate Consumers. Other Sales include Rural; Commercial and Industrial, Public Street and Highway Lighting, Sales to Public Authorities, Railroads and Railways and Other.

2/ See Table 11, page 28.

The outstanding facts revealed by this table are discussed in detail for the more important revenue accounts that follow, including a discussion of total sales to ultimate consumers and total electric operating revenue.

2. TOTAL ELECTRIC OPERATING REVENUE, Table 14, page 3.

In 1947, the aggregate revenue of the eleven companies from electric operations in Illinois exceeded \$294,000,000 over \$262,542,000 for 1946, showing an increase of 12.0%. Recorded gains for six companies showed increases of 13.5% or better while five companies showed increases of 12.9% or less. During this same period the increases for the eleven companies considered individually ranged from 10.2% to 17.6%. Circumstances, such as the level of rates in effect, rate reductions and the relative importance of (1) industrial loads and (2) sales to other electric utilities primarily control the rate of gain. Some of these factors are mentioned below in detail in connection with the discussion of the more important individual classes of revenue but for information pertaining to the other classes, references can be made to the statistical tables.

3. TOTAL SALES TO ULTIMATE CONSUMERS,

(a) Comparative Sales, 1947-1946, Table 9, page 26.

In 1947, the total number of ultimate consumers of electricity in Illinois amounted to 2,179,310, a gain of 2.5% over the 1946 total of 2,126,720. Revenue from sales to ultimate consumers advanced 11.4%, or from approximately \$228,000,000 in 1946 to \$254,000,000 in 1947, while kilowatt-hour sales, which totalled 13,468 million in 1947 to 11,817 million in 1946 increased 14.0%.

In 1947, Commonwealth Edison Company's average number of customers totalled 1,000,970 and in 1946, 993,737 a 0.7% increase. Ultimate consumer sales revenue in 1947 was in excess of \$122,600,000 which is an increase of 9.1% over the \$112,400,000 in 1946.

Extended analysis of total sales to ultimate consumers indicates that all of the eleven companies reported increases percentagewise in revenue and kilowatt-hour sales in 1947 over 1946. Illinois Northern Utilities Company being the largest with an increase of 17.9% and Commonwealth Edison Company was the lowest with an increase of 9.1%.

This study indicates that kilowatt-hour sales increased at a more rapid pace than revenue, with but one exception in all eleven companies. Union Electric Power Company reported a reverse of this in all classifications except Residential and Rural Sales. Four of the eleven companies reported average revenue per kilowatt-hour in 1947 in excess of 2.0¢, Western United Gas and Electric Company's average of 2.62¢ being the highest while Union Electric Power Company's average was slightly over 1.0¢.

The following table indicates some variation in the rate of decline for individual companies in average revenue per kilowatt-hour:

	Average Revenue Per Kilowatt-Hour from Total Sales to Ultimate Consumers			% Change 1947 over 1929
	1947	1946	1929	
Total 11 Companies	1.89¢	1.93¢	2.49¢	-24.1%
Total, Exclusive of Commonwealth Edison Co.	1.93	1.99	3.21	-39.9
Central Ill. Elec. & Gas Co.	2.27	2.31	3.46	-34.4
Central Illinois Light Co.	1.58	1.67	2.41	-34.4
Central Illinois Pub. Ser. Co.	2.61	2.65	3.96	-34.1
Commonwealth Edison Company	1.85	1.87	2.12	-12.7
Ill. Northern Utilities Co.	1.80	1.89	5.15	-65.1
Illinois Power Company	2.16	2.20	3.51	-38.5
Iowa-Illinois Gas & Elec. Co.	1.94	2.02	2.89	-32.9
Produce Terminal Corporation	1.43	1.45	1.60	-10.6
Pub. Ser. Co. of No. Ill.	1.84	1.93	3.28	-43.9
Union Elec. Power Company	1.19	1.16	1.62	-26.6
Western United Gas & Elec. Co.	2.62	2.76	4.52	-42.0

(b) Long Term Trends, 1929-1947, Table 15, page 32.

Kilowatt-hour sales to ultimate consumers has more than doubled during the past nineteen years, rising from 5,837 million kilowatt-hours to a new high of 13,468 million in 1947. Revenue for Total Sales to Ultimate Consumers reached a new high of 254,000,000 dollars. During this nineteen year period of comparison revenue has increased 74.0% for Total Sales but kilowatt-hour sales for the same classification has more than doubled with an increase of 130.7% for the same period.

The average revenue per kilowatt-hour for the last nineteen years has been 2.21¢ and in 1947 the average revenue per kilowatt-hour was 1.89¢ for the total sales.

In 1929 there were approximately 1,776,000 customers which have increased in 1947 to 2,179,000 customers or 22.7%. Since 1933

there has been a gradual increase in customer count with each succeeding year adding approximately the same number of customers.

As stated heretofore in the introductory portion of this study, Total Sales to Ultimate Consumers, Table 9, page provides the basic data for showing computations of the percentage of relationship of each class of consumer sales to total sales to ultimate consumers. This practice has been continued for the purpose of this study and was done to overcome deficiencies of total electric operating revenue as a common denominator for measuring the relative importance of consumer sales, which is heavily weighted by sales to other electric utilities for resale. Total Sales to Ultimate Consumers does not include sales to other electric utilities for resale, nor Interdepartmental Sales, consequently a comparison of any class of consumer sales to total sales to ultimate consumers must result in a more accurate ratio of the relative importance of each class of business.

The statistical method for the purpose of presenting such ratios follows the same procedure as the last bulletin (No. 42). Some of these ratios are reviewed with the textual material relating to the more important classes of business discussed by this study.

4. RESIDENTIAL SALES

(a) Comparative Sales, 1947-1946, Table 2, pages 17 and 18.

Prior to 1942 residential revenue provided the principal source of income, but since that time it has occupied second place yielding first position to revenue obtained from sales to large power and light customers. It was surmized that residential sales again might come into its previous position after the war but the comparison of this period shows that large power and light sales (industrial) still retain their present position.

Residential Sales in 1947 continued to rise over 1946. Revenue from the combined residential sales of these companies totalled \$76,343,507 in 1947 or 6.5% more than the total of \$71,678,174 for 1946. Kilowatt-hour sales also showed an increase of 11.4% having a total of 2,341,480,625 in 1947 and 2,101,171,421 in 1946. Referring to Table 2, these percentages of increase are somewhat greater for the total operations of the ten companies other than Commonwealth Edison Company.

During this same period, all companies reported increases individually for revenue and kilowatt-hour sales. In addition, all companies showed increases in the number of customers served, the totals of which rose from 1,748,289 in 1946 to 1,781,771 in 1947, or 1.9%. Illinois Northern Utilities Company reported the largest gains in revenue and kilowatt-hour sales, viz; 12.1% and 18.9%, respectively.

Also noted in this comparison is the decrease in revenue per kilowatt-hour. In 1946, the average revenue per kilowatt-hour amounted to 3.41¢ and then dropped to 3.26¢ in 1947 for all companies. Excluding Commonwealth Edison Company from the totals the average for 1946 is 3.50¢ and 3.31¢ in 1947, which reveals the weight of Commonwealth Edison Company's data in these totals. All companies reported decreases in average revenue per kilowatt-hour with Central Illinois Light Company having a low of 2.61¢ and Central Illinois Public Service Company reporting a high of 4.11¢ which represents a difference of 1.5¢ per kilowatt-hour. The Central Illinois Light Company's average of 2.61¢ per kilowatt-hour is 26.8% below the average of all companies exclusive of Commonwealth Edison Company, which held an average of 3.20¢ for 1947.

Kilowatt-hour use per customer has again shown an increase. In 1946, the average use was 1,202 kilowatt-hours per customer and in 1947 this rose to 1,314. All companies reported increases over similar amounts for the previous year. The individual companies show considerable variation as regards the average usage by residential customers with Central Illinois Public Service Company reporting 1,040 kilowatt-hours per customer and Central Illinois Light Company reporting 1,629 kilowatt-hours per customer, low and high, respectively.

(b) Long Term Trends, 1929-1947, Table 15, page 32.

The trend in the sales of electrical energy during the past nineteen years to residential customers has been steadily upward, with the exception of the years 1932 and 1933.

Since 1929 revenue from residential sales grew from \$45 million to \$76 million in 1947, an increase of 68.9%. The number of kilowatt-hours during the same period rose from 780 million to 2,341 million, a gain of 200.1%. The expansion in physical volume of sales since 1929 through the year of 1947 has been two and nine-tenths

times as fast as the expansion in revenue. In 1937, the rate of expansion was three and two-tenths as fast, being the highest of any years recorded. Following 1937 there was a slight decline in the ratio between the dollar and physical volume of sales. In 1947 kilowatt-hour sales expanded two and nine-tenths as fast as revenue.

A comparison of the average revenue per kilowatt-hour by individual companies for the years 1929 and 1947 is presented in the following summary:

	Average Revenue Per Kilowatt-Hour from Residential Sales		% Change from 1929
	1947	1929	
Total 11 Companies	3.26¢	5.83¢	-44.1%
Total, Exclusive of Commonwealth Edison Co.	3.31	7.63	-56.6
Cent. Ill. Elec. & Gas Co.	3.17	6.25	-49.3
Central Illinois Light Co.	2.61	5.92	-55.9
Central Ill. Pub. Ser. Co.	4.11	7.86	-47.7
Commonwealth Edison Co.	3.20	4.73	-32.4
Illinois Northern Utilities Co.	3.16	8.28	-61.8
Illinois Power Company	3.32	8.60	-61.4
Iowa-Illinois Gas & Electric Co.	3.07	7.90	-61.1
Produce Terminal Corporation*	-	-	-
Pub. Ser. Co. of No. Illinois	3.30	7.73	-57.3
Union Electric Power Company	2.73	5.32	-48.7
Western United Gas & Elec. Co.	3.48	8.06	-56.8

* This company reports no residential sales.

Although the preceding table reveals a marked decline in average per kilowatt-hour for each individual company, it must not be assumed the companies received less revenue from this class of business, as the increased use per customer more than off set the decline in average unit revenue. More than half of the companies revealed decreases in revenue per kilowatt-hour of more than 50.0% in 1947 over 1929. With the exception of Commonwealth Edison Company, which recorded a decrease of 32.4%, the decreases of the other six companies ranged from 47.7% to 61.8%. However, it should be reminded that Commonwealth Edison Company was considerably below the average of the other companies for the year 1929.

The average revenue per kilowatt-hour for all eleven companies decreased from 5.83¢ in 1929 to 3.26¢ in 1947 and when Commonwealth Edison Company's residential sales are excluded from the totals for all companies, the average revenue per kilowatt-hour during the same period of comparison decreased from 7.63¢ to 3.31¢.

It will be noted that the following table presents 1929 and 1947 data relating to average annual revenue per customer for each of the ten companies reporting residential service, and that the average revenue per customer in 1947 was \$42.85 compared with \$30.85 in 1929, an increase of 38.9%. Union Electric Power Company's average annual revenue per customer rose from \$22.82 in 1929 to \$37.54 in 1947, a gain of 64.5%, which represents the largest increase recorded by all companies, whereas Iowa-Illinois Gas and Electric Company's gain of only 19.0% during the same period was the lowest. All of the remaining companies reported increases of over 30.0% in their average annual revenue per customer. The Public Service Company of Northern Illinois' average revenue per customer of \$38.17 was the highest for all companies in 1929, and the same retained this position with a high of \$50.30 in 1947.

Average Annual Revenue Per Customer
from
Residential Sales

	<u>1947</u>	<u>1929</u>	<u>% Change from 1929</u>
Total 11 Companies	\$42.85	\$30.85	38.9%
Total, Exclusive of Commonwealth Edison Co.	46.07	33.15	39.0
Cent. Ill. Elec. & Gas Co.	43.73	31.63	38.3
Central Illinois Light Co.	42.57	30.30	40.5
Cent. Ill. Pub. Ser. Co.	42.70	30.22	41.3
Commonwealth Edison Company	39.35	28.87	36.3
Illinois Northern Utilities Co.	47.78	35.77	33.6
Illinois Power Company	44.99	29.52	52.4
Iowa-Illinois Gas & Elec. Co.	39.58	33.26	19.0
Produce Terminal Corporation*	-	-	-
Pub. Ser. Co. of No. Illinois	50.30	38.17	31.8
Union Electric Power Company	37.54	22.82	64.5
Western United Gas & Elec. Co.	48.35	35.23	37.2

* This company reports no residential sales.

Residential usage per customer in Illinois increased from 529 kilowatt-hours in 1929 to the all time high of 1,314 kilowatt-hours in 1947, or 148.4%. Individual company results of the changes in residential usages since 1929 are summarized as follows:

Average Annual Consumption Per Customer
from
Residential Sales

	<u>1947</u>	<u>1929</u>	<u>% Change from 1929</u>
Total 11 Companies	1,314	529	148.4%
Total, Exclusive of Commonwealth Edison Co.	1,392	435	220.0
Cent. Ill. Elec. & Gas Co.	1,381	506	172.9
Central Illinois Light Co.	1,629	512	218.2
Cent. Ill. Pub. Ser. Co.	1,040	384	171.0
Commonwealth Edison Company	1,229	611	101.1
Illinois Northern Utilities Co.	1,511	432	249.8
Illinois Power Company	1,354	343	294.8
Iowa-Illinois Gas & Elec. Co.	1,291	421	206.7
Produce Terminal Corporation*	-	-	-
Pub. Ser. Co. of No. Illinois	1,522	494	208.1
Union Electric Power Company	1,376	429	220.7
Western United Gas & Elec. Co.	1,389	437	217.8

* This company reports no residential sales.

The highest average annual consumption per residential customer both in 1929 and 1947 was reported by the Central Illinois Light Company of 512 and 1,629 kilowatt-hours, respectively, a gain of 218.2%. However, Illinois Power Company's increase of 294.8% in average annual usage, or from 343 to 1,354 kilowatt-hours, was the largest gain percentagewise recorded by any company during the same period of comparison. Commonwealth Edison Company's gain of 101.1% was the lowest and when this company is excluded the results indicate an increase of 220.0% in the average for all remaining companies.

(c) Percentage Relationship to Total Sales to Ultimate Consumers

The significance of total sales to ultimate consumers as a more logical and informative common denominator for measuring the importance of different classes of electric sales is again illustrated by the fact that in 1947 residential revenue accounted for 30.0% of total revenue received from sales to ultimate consumers, whereas in relationship to total operating revenue it was 26.0%, the latter percentage reflecting the weight of revenue received from sales to other electric corporations for resale. The total residential kilowatt-hour sales in 1947 for all companies accounted for 17.4% of the total kilowatt-hours sold. Elimination of Commonwealth Edison Company's sales from the totals, the percentage relationship for revenue and kilowatt-hours to total sales to ultimate consumers was 16.8% and 9.6%, respectively. Western United Gas and Electric Company reported a high of 39.8% and 30.0% for revenue and kilowatt-hours, respectively.

All companies reported a decline in percentage relationship in revenue to revenue of total sales to ultimate consumers with the exception of two. Apparently, the amount of revenue received from residential customers in comparison to total sales to ultimate consumers by the Iowa-Illinois Gas and Electric Company and Union Electric Power Company has increased due to a decrease in usage by industrial (Large Power and Light Sales) customers.

Since 1943 there has been a decline in the percentages of relationship in residential revenue and kilowatt-hour sales, with but two exceptions explained previously. The following table shows these decreases:

Percentage Relationship Residential
Revenue and Kilowatt-Hour Sales
to
Total Sales to Ultimate Consumers

	REVENUE		KILOWATT-HOURS	
	1947	1943	1947	1943
Total 11 Companies	30.0%	31.7%	17.4%	15.1%
Total, Exclusive of Commonwealth Edison Co.	32.4	33.4	18.9	15.9
Cent. Ill. Elec. & Gas Co.	32.3	33.6	23.2	19.5
Central Illinois Light Co.	28.8	29.8	17.4	15.3
Cent. Ill. Pub. Ser. Co.	33.5	34.0	21.3	17.4
Commonwealth Edison Co.	27.4	29.8	15.8	14.3
Ill. Northern Utilities Co.	25.5	27.5	14.5	12.6
Illinois Power Company	33.8	35.4	22.0	18.9
Iowa-Illinois Gas & Elec. Co.	28.0	26.4	17.7	14.6
Produce Terminal Corporation*	-	-	-	-
Pub. Ser. Co. of No. Illinois	35.8	37.0	19.9	16.9
Western United Gas & Elec. Co.	39.8	42.6	30.0	28.1
Union Electric Power Co.	20.6	19.1	28.7	6.6

* This company reports no residential sales.

5. LARGE POWER AND LIGHT SALES

(a) Comparative Sales, 1947-1946, Table 4, page 21.

The year 1947 became a peak year for Large Power and Light Sales. Revenue increased 15.2% over the preceding year being \$88,637,000 for 1947 and \$76,920,000 for 1946, a sum of 16.1% more than the aggregate residential revenue of these companies.

Industrial sales for kilowatt-hours were up 16.1% to a total of 7,250 million in 1947, which is 3.1 times the total residential kilowatt-hours sold for the same year.

For the sixth consecutive year large power and light sales have accounted for over one-third of the revenue and from approximately 53.0% to 60.0% of the total physical volume of sales to ultimate

consumers and for these reasons were first in importance. In this class of business the total revenue accounted for 30.1% of the total electric operating revenue which is also larger than the 26.0% shown for residential sales.

For the ten companies excluding Commonwealth Edison Company, larger gains were reflected in industrial sales, namely; 19.4% in revenue and 18.5% in kilowatt-hours. All companies made substantial gains in both revenue and kilowatt-hour sales, revenue ranging from a high of 32.0% to a low of 11.7%, while the range in kilowatt-hour sales was from 23.1% to 11.4%.

The differential in the relative importance of ratios between revenue and kilowatt-hours is accounted for by the fact that this class of business returns a comparatively low amount of revenue per kilowatt-hour. In 1947 the average revenue per kilowatt-hour was 1.22¢, a slight decrease over the 1946 average of 1.23¢. In 1947 the average revenue ranged from 1.73¢ to 0.91¢, all companies falling within these limits. Approximately one-half of the companies showed a decrease in revenue per kilowatt-hour over those recorded in 1946.

(b) Percentage Relationship to Total Sales to Ultimate Consumers

Produce Terminal Corporation still maintains a very high percentage relationship to total sales to ultimate consumers, due to the fact that two of the classifications account for approximately 98.0% of the total sales of electrical energy. Large power and light sales account for 90.8% and small power and light sales account for most of the remainder.

Western United Gas and Electric Company's large power and light sales are still proportionately less in weight when compared to those of other companies. This company's ratio of 26.0% in 1947 for revenue received from large power and light sales is still considerably less than the 39.8% for revenue received from residential sales for the same year. Also, the latter fact is true with respect to four other companies, namely; Central Illinois Electric and Gas Company, Central Illinois Public Service Company, Illinois Power Company and Public Service Company of Northern Illinois, but to a much less pronounced degree of variation. The remaining companies ratios for 1947, relative to revenue in this category, exceeded similar ratios established for residential service during the same year.

In 1947, revenue from this source ranged from 90.8% of the total for Produce Terminal Corporation to 26.0% in the case of Central Illinois Public Service Company. The remaining companies fell within this range with only one showing a ratio of 90.8%. The nearest high other than the latter was for Union Electric Power Company with 57.4%. The eleven companies' total revenue and kilowatt-hours from this class of business amounted to 34.9% and 53.8%, respectively, of their aggregate sales to ultimate consumers.

The following table presents a summary showing a comparison of the percentages of relationship of revenue and kilowatt-hours to total sales to ultimate consumers for the years 1947 and 1943.

Percentage Relationship Large Power & Light Sales
to
Total Sales to Ultimate Consumers

	REVENUE		KILOWATT-HOURS	
	1947	1943	1947	1943
Total 11 Companies	34.9%	36.7%	53.8%	59.4%
Total, Exclusive of Commonwealth Edison Co.	16.8	34.7	49.3	62.9
Central Illinois Elec.&Gas Co.	31.0	27.7	49.3	50.7
Central Illinois Light Co.	43.0	42.6	63.1	68.2
Cent. Illinois Pub. Ser. Co.	25.4	29.5	46.3	55.9
Commonwealth Edison Company	37.5	38.7	52.3	56.0
Illinois Northern Utilities Co.	30.2	32.5	60.0	69.2
Illinois Power Company	27.4	29.1	46.6	54.3
Iowa-Ill. Gas & Elec. Co.	28.7	30.9	51.8	46.9
Produce Terminal Corporation	90.8	37.6	95.2	91.4
Pub. Ser. Co. of No. Ill.	31.3	33.9	53.1	62.1
Union Elec. Power Company	57.4	62.3	81.9	86.7
Western United Gas & Elec. Co.	26.0	27.7	39.4	48.9

(c) Long Term Trends, 1937-1947.

The following summary pertains to the eleven companies' total aggregate sales to large power and light customers from 1937 to 1947, both inclusive.

Large Power and Light Sales

	Revenue (Millions)	Kilowatt- hours (Billions)	<u>Customers</u>	<u>Revenue Per Kilowatt-Hour</u>
1937	\$47	3,580	6,571	1.31¢
1938	46	3,139	5,820	1.47
1939	49	3,609	5,912	1.36
1940	53	4,057	5,928	1.31
1941	59	4,853	6,092	1.33
1942	67	5,610	6,377	1.24
1943	76	6,840	6,532	1.19
1944	84	7,644	6,869	1.23
1945	83	7,270	7,396	1.14
1946	77	6,278	7,349	1.23
1947	89	7,250	7,598	1.22

With the exception of the years 1938, 1945 and 1946 when there was a decline in industrial activity in the State, the weight for this class of business has been rapidly upward with kilowatt-hour sales showing a greater increase than the corresponding revenue.

6. OTHER CLASSES OF SALES

(a) Comparative Sales, 1947-1946, Tables 3, 5, 6, 7 and 8, pages 19, 20, 22, 23, 24 and 25.

The textual portion of this study has thus far considered only Residential or Domestic Sales, Large Power and Light Sales and Total Sales to Ultimate Consumers. However, detailed statistical tabulations are included herein for all other classes of sales, showing in detail all pertinent data, which, in the aggregate, contribute a substantial share of the total sales to ultimate consumers as well as the total aggregate operating revenue of the companies under consideration. It is perhaps fitting to state, however, that most of them reported increases in their revenue and kilowatt-hour sales, excepting sales to public street and highway lighting customers and interdepartmental sales, both of which decreased in 1947 as compared to the previous year 3/.

3/ See Tables 6 and 11, pages 23 and 28.

Table 1.*
ILLINOIS ELECTRIC UTILITIES**
SUMMARY OF ELECTRIC SALES BY CLASS OF SERVICE***

	REVENUE			KILOWATT-HOURS			AVERAGE NUMBER OF CUSTOMERS		
	1947	1946	Change	1947	1946	Change	1947	1946	Change
Total Electric Operating Revenue	\$294,079,002	\$262,541,812	12.0%	:	:	:	:	:	:
Other Electric Revenues	3,644,730	3,587,833	1.6	:	:	:	:	:	:
Total Sales of Electric Energy	290,434,272	258,953,979	12.2	:	19,722,396,166	17,620,603,835	11.9%	2,179,399	2,126,807
Interdepartmental Sales	39,232	88,239	-55.6	:	5,538,253	13,445,739	-58.8	:	2.5%
Sales to Other Electric Utilities	36,096,883	30,678,058	17.7	:	6,248,846,441	5,790,229,663	7.9	89	87
Total Sales to Ultimate Consumers	254,298,157	228,187,682	11.4	:	13,468,011,472	11,816,928,433	14.0	2,179,310	2,126,720
Residential or Domestic Sales	76,343,507	71,678,174	6.5	:	2,341,480,625	2,101,171,421	11.4	1,781,771	1,748,289
Rural Sales	8,233,384	6,816,749	20.8	:	265,574,601	206,070,738	28.9	100,021	89,455
Large Power & Light Sales	88,637,474	76,919,553	15.2	:	7,250,003,996	6,243,881,443	16.1	7,598	7,285
Small Power & Light Sales	63,162,765	55,614,327	13.6	:	1,873,703,652	1,616,111,267	15.9	282,954	274,745
Pub. St. & Highway Lighting Sales	1,625,917	1,630,000	-0.3	:	71,648,958	61,638,017	16.2	1,195	1,171
Other Sales to Public Authorities	6,745,963	6,247,760	8.0	:	600,761,169	536,833,940	11.9	5,758	5,761
Sales to Railroads and Railways	9,549,147	9,281,119	2.9	:	1,064,838,471	1,051,221,607	1.3	13	14

* See footnotes on supporting tables.

** Eleven large utilities. See page 2 for list.

*** Inter-company transactions have not been eliminated.

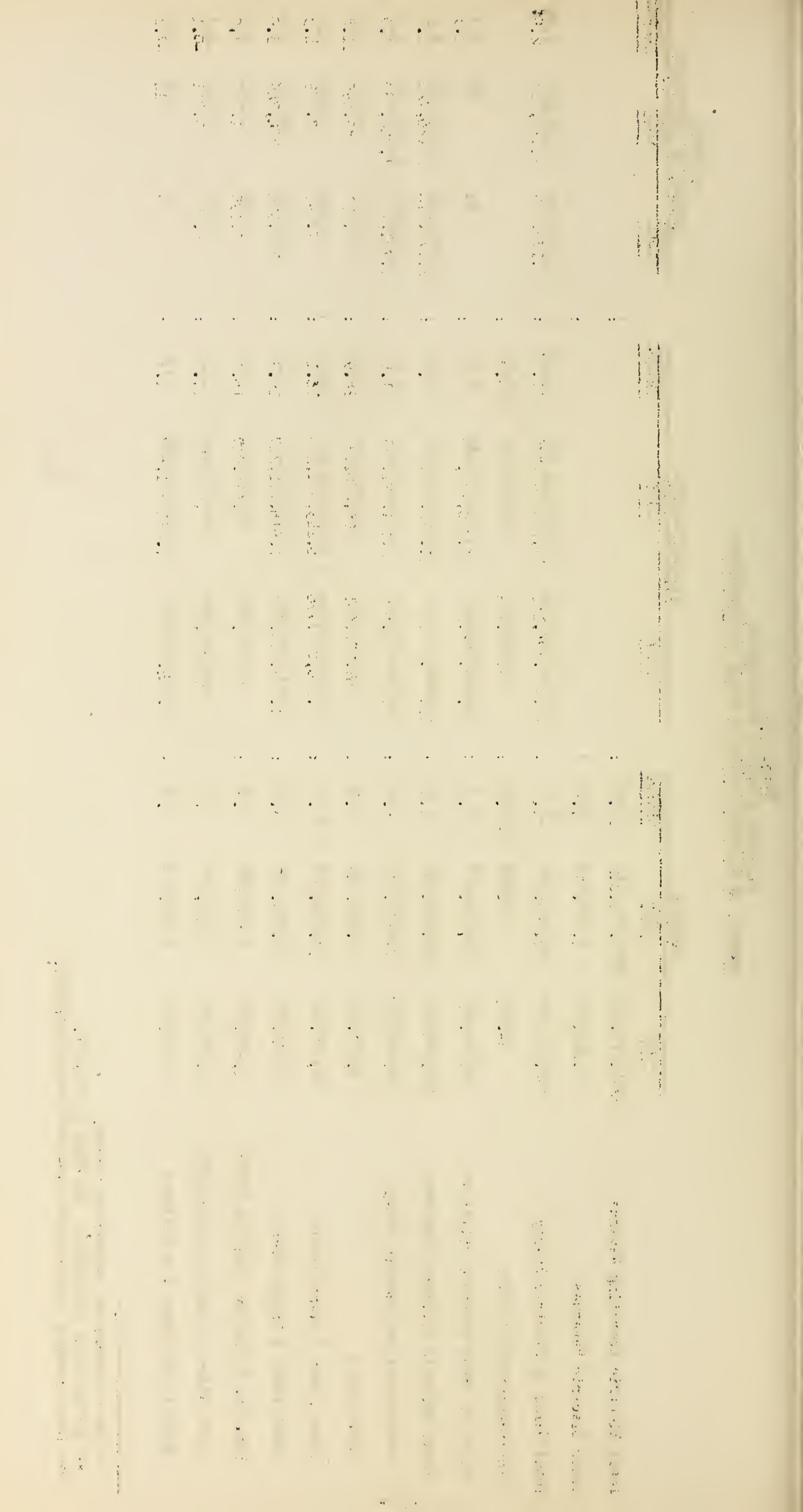


Table 1. (Continued)*
ILLINOIS ELECTRIC UTILITIES**
SUMMARY OF ELECTRIC SALES BY CLASS OF SERVICE***

	REVENUE PER KWH 1947	% TOTAL OPERATING REVENUE 1947	% OF TOTAL SALES TO ULT. CONS. 1947	
			REV.	KWH
Total Electric Operating Revenue		100.00%	0.0%	0.0%
Other Electric Revenues		1.24	0.0	0.0
Total Sales of Electric Energy	1.47¢	98.76	0.0	0.0
Interdepartmental Sales	0.71	0.02	0.0	0.0
Sales to Other Electric Utilities	0.58	12.27	0.0	0.0
Total Sales to Ultimate Consumers	1.89	86.47	100.0	100.0
Residential or Domestic Sales	3.26	25.96	30.0	17.4
Rural Sales	3.10	2.80	3.2	2.0
Large Power & Light Sales	1.22	30.14	34.9	53.8
Small Power & Light Sales	3.37	21.48	24.8	13.9
Pub. St. & Highway Lighting Sales	2.27	0.55	0.6	0.5
Other Sales to Public Authorities	1.12	2.29	2.7	4.5
Sales to Railroads and Railways	0.90	3.25	3.8	7.9

* See footnotes on supporting tables.

** Eleven large utilities. See page 2 for list.

*** Inter-company transactions have not been eliminated.

Table 2.
ILLINOIS ELECTRIC UTILITIES
RESIDENTIAL OR DOMESTIC SALES

	REVENUE		Change	KILOWATT-HOURS		Change	AVERAGE NUMBER OF CUSTOMERS		Change		
	1947	1946		1947	1946		1947	1946			
TOTAL 11 COMPANIES 1/	\$76,343,507	\$71,678,174	6.5%	:	2,341,480,625	2,101,171,421	11.4%	:	1,781,771	1,748,289	1.9%
TOTAL 11 COMPANIES, ex. of Commonwealth Edison Co. 1/	42,718,273	39,598,593	7.9	:	1,291,008,991	1,132,549,793	14.0	:	927,267	899,419	3.1
Cent. Ill. Elec. & Gas Co.	1,933,114	1,800,994	7.3	:	61,060,120	52,995,378	15.2	:	44,206	42,781	3.3
Cent. Ill. Light Co.	2,913,792	2,735,272	6.5	:	111,488,422	97,852,245	13.9	:	68,452	65,715	4.2
Cent. Ill. Pub. Ser. Co.	6,405,301	5,863,594	9.2	:	155,976,304	134,111,607	16.3	:	150,003	145,135	3.4
Commonwealth Edison Co.	33,625,234	32,079,581	4.8	:	1,050,471,634	968,621,628	8.5	:	854,504	848,870	0.7
Ill. Northern Utilities Co.	2,060,683	1,837,727	12.1	:	65,172,796	54,798,461	18.9	:	43,127	41,612	3.6
Illinois Power Company	8,477,585	8,020,393	5.7	:	255,152,328	227,947,647	11.9	:	188,451	186,560	1.0
Iowa-Illinois Gas & Elec. Co.	1,029,076	958,361	7.4	:	33,565,553	30,495,999	10.1	:	26,003	25,469	2.1
Pub. Ser. Co. of No. Ill.	16,496,073	15,158,191	8.8	:	499,291,885	436,687,951	14.3	:	327,967	315,212	4.0
Union Elec. Power Company	1,458,192	1,415,226	3.0	:	53,439,176	48,650,940	9.8	:	38,845	38,047	2.1
Western United Gas & Elec. Co.	1,944,457	1,808,835	7.5	:	55,862,407	49,009,565	14.0	:	40,213	38,888	3.4

^{1/} Except that Produce Terminal Corporation, one of the eleven companies included in this study, reported no Residential Sales in either year.

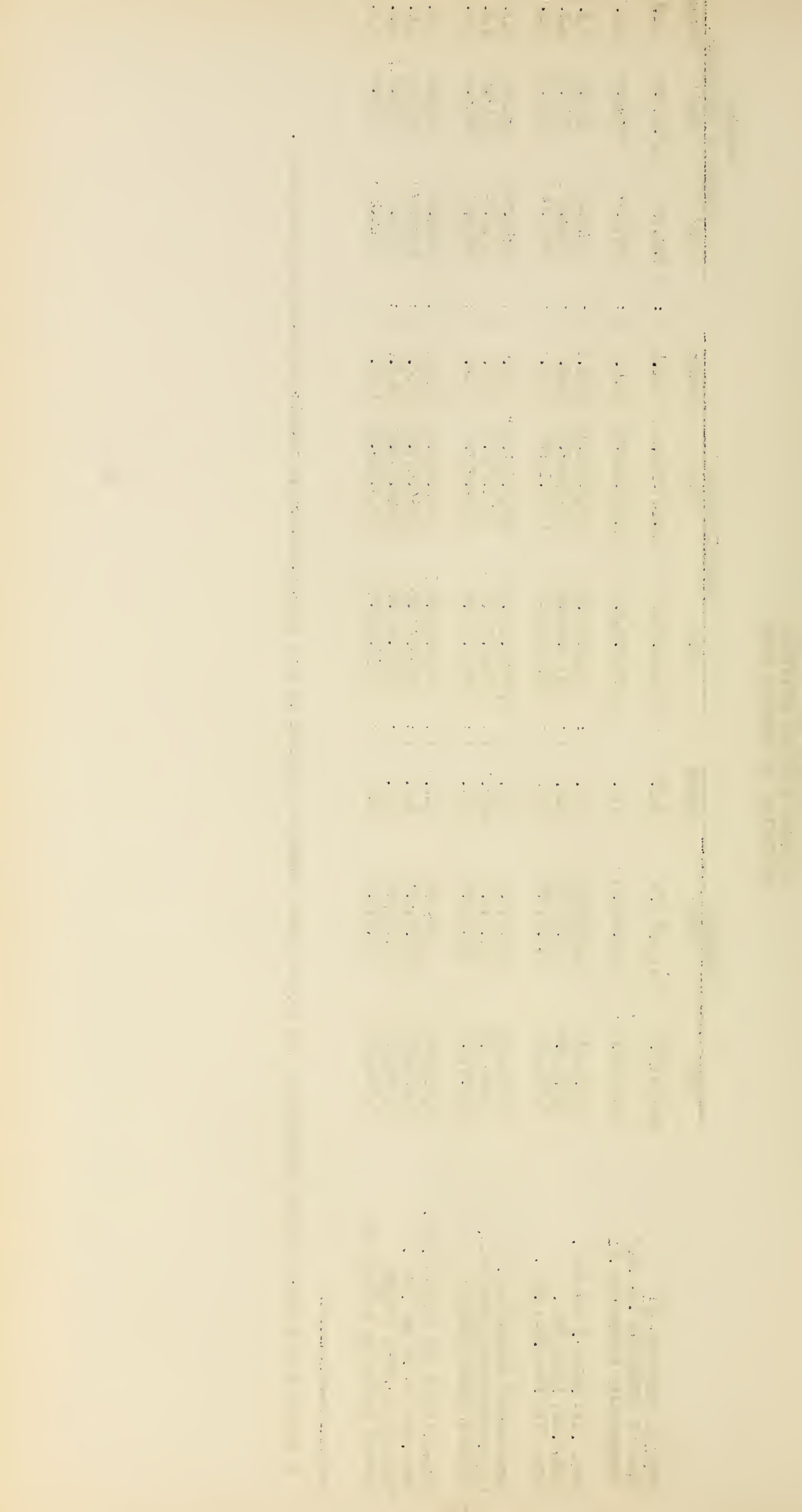


Table 2. (Continued)
ILLINOIS ELECTRIC UTILITIES
RESIDENTIAL OR DOMESTIC SALES

	REVENUE PER KWH		KWH PER CUSTOMER		REVENUE PER CUSTOMER		% OF TOTAL SALES TO ULT. CONS. 1947	
	1947	1946	1947	1946	1947	1946	REV.	KWH
TOTAL 11 COMPANIES ^{1/}	3.26¢	3.41¢	1,314	1,202	\$42.85	\$41.00	30.02%	17.39%
TOTAL 11 COMPANIES, ex. of Commonwealth Edison Co. ^{1/}	3.31	3.50	1,392	1,259	46.07	44.03	:	9.58
Cent. Ill. Elec. & Gas Co.	3.17	3.40	1,381	1,239	43.73	42.10	:	23.17
Cent. Ill. Light Company	2.61	2.80	1,629	1,489	42.57	41.62	:	17.43
Cent. Ill. Pub. Ser. Co.	4.11	4.37	1,040	924	42.70	40.40	:	21.28
Commonwealth Edison Co.	3.20	3.31	1,229	1,141	39.35	37.79	:	15.83
Ill. Northern Utilities Co.	3.16	3.35	1,511	1,317	47.78	44.16	:	14.54
Illinois Power Company	3.32	3.52	1,354	1,222	44.99	43.22	:	21.96
Iowa-Illinois Gas & Elec. Co.	3.07	3.14	1,291	1,197	39.58	37.63	:	17.72
Pub. Ser. Co. of No. Ill.	3.30	3.47	1,522	1,385	50.30	48.09	:	19.93
Union Elec. Power Company	2.73	2.91	1,376	1,279	37.54	37.20	:	28.66
Western United Gas & Elec. Co.	3.48	3.69	1,389	1,260	48.35	46.51	:	29.96

^{1/} Except that Produce Terminal Corporation, one of the eleven companies included in this study, reported no Residential Sales in either year.

Table 3.
ILLINOIS ELECTRIC UTILITIES
RURAL SALES

	REVENUE				KILOWATT-HOURS			AVERAGE NUMBER OF CUSTOMERS		
	1947	1946	Change		1947	1946	Change	1947	1946	Change
TOTAL 11 COMPANIES ^{1/}	\$8,233,384	\$6,816,749	20.8%	:	265,574,601	206,070,738	28.9%	100,021	89,455	11.8%
Cent. Ill. Elec. & Gas Co.	400,781	327,873	22.2	:	10,660,368	8,159,473	30.7	4,353	3,936	10.6
Cent. Ill. Light Co.	469,639	414,191	13.4	:	21,479,245	17,384,091	23.6	6,525	6,185	5.5
Cent. Ill. Pub. Ser. Co.	958,924	796,898	20.3	:	24,609,100	18,981,497	29.6	12,448	11,231	10.8
Ill. Northern Utilities Co.	1,717,879	1,406,364	22.2	:	55,452,959	41,625,858	33.2	17,705	16,178	9.4
Illinois Power Company	1,910,914	1,506,989	26.8	:	50,289,650	37,148,304	35.4	24,471	19,875	23.1
Iowa-Illinois Gas & Elec. Co.	220,043	180,754	21.7	:	7,002,385	5,494,214	27.5	4,144	3,754	10.4
Pub. Ser. Co. of No. Ill.	2,023,199	1,735,948	16.5	:	76,134,940	61,647,997	23.5	23,828	22,291	6.9
Union Elec. Power Company	276,643	207,000	33.6	:	9,399,774	6,310,480	49.0	4,173	3,630	15.0
Western United Gas & Elec. Co.	255,362	240,732	6.1	:	10,546,180	9,318,824	13.2	2,374	2,375	-0.1

^{1/} Except that Commonwealth Edison Company and Produce Terminal Corporation, two of the eleven companies included in this study, reported no Rural Sales in either year.

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Table 3. (Continued)
ILLINOIS ELECTRIC UTILITIES
RURAL SALES

	REVENUE PER KWH			KWH PER CUSTOMER			REVENUE PER CUSTOMER		% OF TOTAL SALES TO ULT. CONS. 1947	
	1947	1946		1947	1946		1947	1946	REV.	KWH
TOTAL 11 COMPANIES ¹ / ₂	3.10¢	3.31¢	:	2,655	2,304	:	\$82.32	\$77.32	3.24%	1.97%
Cent. Ill. Elec. & Gas Co.	4.91	4.02	:	2,449	2,073	:	92.07	83.30	6.70	4.05
Cent. Ill. Light Company	2.19	2.38	:	3,292	2,811	:	71.98	66.97	4.63	3.36
Cent. Ill. Pub. Ser. Co.	3.90	4.20	:	1,977	1,690	:	77.03	70.96	5.02	3.36
Ill. Northern Utilities Co.	3.10	3.38	:	3,132	2,573	:	97.03	86.93	21.20	12.37
Illinois Power Company	3.80	4.06	:	2,055	1,869	:	78.09	75.82	7.61	4.33
Iowa-Illinois Gas & Elec. Co.	3.14	3.29	:	1,690	1,464	:	53.10	48.15	5.99	3.70
Pub. Ser. Co. of No. Ill.	2.66	2.82	:	3,195	2,766	:	84.91	77.88	4.39	3.04
Union Elec. Power Company	2.94	3.28	:	2,253	1,738	:	66.29	57.02	3.90	1.57
Western United Gas & Elec. Co.	2.42	2.58	:	4,442	3,924	:	107.57	101.36	5.23	5.66

¹/₂ Except that Commonwealth Edison Company and Produce Terminal Corporation, two of the eleven companies included in this study, reported no Rural Sales in either year.

1919 1920 1921 1922

1923 1924 1925 1926

1927 1928 1929 1930

1931 1932 1933 1934

1935 1936 1937 1938

1939 1940 1941 1942

1943 1944 1945 1946

1947 1948 1949 1950

1951 1952 1953 1954

1955 1956 1957 1958

1959 1960 1961 1962

1963 1964 1965 1966

1967 1968 1969 1970

1971 1972 1973 1974

Table 4.
ILLINOIS ELECTRIC UTILITIES
LARGE POWER & LIGHT

	REVENUE		KILOWATT-HOURS		AVERAGE		NUMBER OF CUSTOMERS		REVENUE		% OF TOTAL	
	1947		1946		1947		1946		1947		1947	
									PER KWH		SALES TO ULT.CON	
		Change		Change		Change		Change		REV.	KWH	
TOTAL 11 COMPANIES	\$88,637,474	\$76,919,553	15.2%		7,750,003,996	6,243,881,443	16.1%		7,598	7,285	4.3%	1.23¢ : 34.86¢ 53.81%
TOTAL 11 COMPANIES, ex. of Commonwealth Edison Co.	42,626,416	35,710,738	19.4		3,778,785,651	3,188,005,163	18.5		2,834	2,681	5.7	1.12 : 16.76 28.06
Cent. Ill. Elec. & Gas Co.	1,856,813	1,406,584	32.0		129,861,478	105,474,433	23.1		130	116	12.1	1.43 : 31.02 49.28
Cent. Ill. Light Co.	4,361,511	3,573,901	22.0		403,533,236	333,504,088	21.0		243	230	5.7	1.08 : 43.03 63.10
Cent. Ill. Pub. Ser. Co.	4,858,335	4,340,225	11.9		339,620,883	304,840,986	11.4		476	427	11.5	1.43 : 25.42 46.34
Commonwealth Edison Co.	46,011,058	41,208,815	11.7		3,471,218,345	3,055,876,280	13.6		4,764	4,604	3.5	1.33 : 37.52 52.32
Ill. Northern Utilities Co.	2,441,658	1,994,574	22.4		269,034,019	218,604,556	23.1		232	224	3.6	0.91 : 30.24 60.01
Illinois Power Company	6,886,541	5,864,745	17.4		541,352,274	475,382,920	13.9		318	291	9.3	1.27 : 27.43 46.59
Iowa-Illinois Gas & Elec. Co.	1,055,090	873,888	20.7		98,164,755	80,298,117	22.3		38	38	0.0	1.07 : 28.71 51.81
Produce Terminal Corporation	1,415,162	1,184,397	19.5		103,870,488	85,810,824	21.0		107	109	-1.8	1.36 : 90.77 95.21
Pub. Ser. Co. of No. Ill.	14,409,475	12,102,403	19.1		1,330,988,972	1,095,853,309	21.5		964	940	2.6	1.10 : 31.29 53.13
Union Elec. Power Company	4,072,509	3,293,586	23.6		488,973,128	428,342,425	14.2		104	87	19.5	0.83 : 57.44 81.87
Western United Gas & Elec.Co.	1,269,322	1,076,435	17.9		73,386,418	59,893,505	22.5		222	219	1.4	1.80 : 26.00 39.36

Table 5.

ILLINOIS ELECTRIC UTILITIES
SMALL POWER & LIGHT

	REVENUE			KILOWATT-HOURS			AVERAGE NUMBER OF CUSTOMERS			REVENUE PER KWH		% OF TOTAL SALES TO ULT.CON 1947
	1946		Change	1946		Change	1946		Change	1947		
	1947	1946		1947	1946		1947	1946				
TOTAL 11 COMPANIES	\$63,162,765	\$55,614,327	13.6%	1,873,703,652	1,616,111,267	15.9%	282,954	274,745	3.0%	3.37¢	3.44¢	24.84%
TOTAL 11 COMPANIES, ex. of Commonwealth Edison Co.	31,072,926	27,075,725	14.8	965,232,801	824,651,080	17.0	142,410	135,622	5.0	3.22	3.28	7.17
Cent. Ill. Elec. & Gas Co.	1,544,077	1,467,737	5.2	47,687,594	46,157,982	3.3	6,547	6,335	3.3	3.24	3.18	18.10
Cent. Ill. Light Company	2,185,888	1,977,479	10.5	95,743,783	79,117,500	21.0	9,957	9,564	4.1	2.28	2.50	21.57
Cent. Ill. Pub. Ser. Co.	6,338,890	5,435,709	16.6	180,973,756	153,429,785	18.0	32,981	31,436	4.9	3.50	3.54	24.69
Commonwealth Edison Co.	32,089,839	28,538,602	12.4	908,470,851	791,460,187	14.8	140,544	139,123	1.0	3.53	3.61	13.69
Illinois Northern Utilities Co.	1,516,606	1,287,663	17.8	41,010,247	32,989,552	24.3	7,932	7,518	5.5	3.70	3.90	9.15
Illinois Power Company	6,911,647	6,229,142	11.0	238,412,393	210,724,240	13.1	33,453	32,140	4.1	2.90	2.96	20.52
Iowa-Illinois Gas & Elec.Co. 1/	1,191,280	1,038,343	14.7	41,965,902	36,009,337	16.5	5,507	5,304	3.8	2.84	2.88	22.15
Produce Terminal Corp. 2/	114,576	84,764	35.2	3,413,737	2,310,454	47.8	92	88	4.5	3.36	3.67	3.13
Pub. Ser. Co. of No. Ill.	8,905,469	7,428,892	19.9	243,769,942	197,937,233	23.2	35,290	33,069	6.7	3.65	3.75	9.73
Union Elec. Power Company	1,181,991	1,132,667	4.4	41,175,566	40,352,783	2.0	5,301	5,104	3.9	2.87	2.81	6.89
Western United Gas & Elec. Co.	1,182,502	993,329	19.0	31,079,881	25,622,214	21.3	5,350	5,064	5.6	3.80	3.88	16.67

- 1/ Account 608, Other Sales, amounting to \$760 revenue and 14,028 kilowatt-hours for seven customers in 1947, and \$735 revenue and 14,018 kilowatt-hours for six customers in 1946, has been included in Small Power and Light Sales for the purpose of this study. Only one other company reported this class of business.
- 2/ Account 608, Other Sales, amounting to \$3,751 revenue and 99,000 kilowatt-hours for two customers in 1947, and \$3,894 revenue and 101,400 kilowatt-hours for two customers in 1946, has been included in Small Power and Light Sales for the purpose of this study. Only one other company reported this class of business.

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Table 6.

ILLINOIS ELECTRIC UTILITIES
PUBLIC STREET & HIGHWAY LIGHTING

	REVENUE		Change	KILOWATT-HOURS		AVERAGE NUMBER OF CUSTOMERS		REVENUE PER KWH		% OF TOTAL SALES TO ULT. CONS.						
	1947	1946		1947	1946	1947	1946	1947	1946	1947	1946					
TOTAL 11 COMPANIES 1/	\$1,625,917	\$1,630,000	-0.3%	:	71,648,958	61,638,017	16.2%	:	1,195	1,171	2.0%	:	2.27¢	2.64¢	0.64%	0.52%
TOTAL 11 COMPANIES, ex. of Commonwealth Edison Co. 1/	1,495,856	1,499,839	-0.3	:	67,768,350	57,746,418	17.4	:	1,193	1,169	2.1	:	2.21	2.60	0.59	0.50
Cent. Ill. Elec. & Gas Co.	96,185	95,874	0.3	:	4,035,708	3,928,296	2.7	:	46	46	0.0	:	2.38	2.44	1.61	1.53
Cent. Ill. Light Co.	173,431	177,459	-2.3	:	5,673,363	5,428,457	4.5	:	34	34	0.0	:	3.06	3.27	1.71	0.89
Cent. Ill. Pub. Ser. Co.	290,704	290,217	0.2	:	11,601,998	11,230,154	3.3	:	376	377	-0.3	:	2.51	2.58	1.52	1.58
Commonwealth Edison Co.	130,061	130,161	-0.1	:	3,880,608	3,891,599	-0.3	:	2	2	0.0	:	3.35	3.34	0.11	0.08
Ill. Northern Utilities Co.	111,542	111,666	-0.1	:	5,467,090	3,574,012	53.0	:	83	83	0.0	:	2.04	3.12	1.38	1.22
Illinois Power Company	175,903	184,330	-4.6	:	4,717,443	5,187,398	-9.1	:	281	266	5.6	:	3.73	3.55	0.70	0.41
Iowa-Illinois Gas & Electric Co.	74,986	74,995	1/	:	2,533,325	2,446,726	3.5	:	12	12	0.0	:	2.96	3.07	2.04	1.34
Pub. Ser. Co. of No. Ill.	434,014	428,813	1.2	:	28,110,440	21,177,521	32.7	:	320	316	1.3	:	1.54	2.02	0.94	1.12
Union Elec. Power Company	86,301	83,468	3.4	:	2,912,154	2,883,568	1.0	:	18	18	0.0	:	2.96	2.89	1.22	0.49
Western United Gas & Elec. Co.	52,790	53,017	-0.4	:	2,716,829	1,890,286	43.7	:	23	17	35.3	:	1.94	2.80	1.08	1.46

1/ Except that Produce Terminal Corporation, one of the eleven companies included in this study, reported no Public Street and Highway Lighting Sales in either year.

2/ Less than one-half of one-tenth percent decrease.

Table 7
ILLINOIS ELECTRIC UTILITIES
OTHER SALES TO PUBLIC AUTHORITIES

	REVENUE		KILOWATT-HOURS		AVERAGE		NUMBER OF CUSTOMERS		REVENUE		% OF TOTAL	
	1946		1947		1946		1947		1947		SALES TO UTL.CO.	
	1947	Change	1947	Change	1946	Change	1947	Change	1947	1946	REV.	1947
TOTAL 11 COMPANIES	\$6,745,963	8.0%	600,761,169	536,833,940	11.9%	11.9%	5,758	-0.1%	1.12¢	1.16¢	2.65%	4.46%
TOTAL 11 COMPANIES, ex. of Commonwealth Edison Co.	3,593,692	12.3	319,502,567	254,328,185	25.6	25.6	4,607	-0.5	1.12	1.26	1.41	2.37
Cent. Ill. Elec. & Gas Co.	154,773	-8.6	10,230,444	11,816,907	-13.4	-13.4	141	-1.4	1.51	1.43	2.59	3.88
Cent. Ill. Light Co.	31,413	3.5	1,595,013	1,490,565	7.0	7.0	27	0.0	1.97	2.04	0.31	0.25
Cent. Ill. Pub. Ser. Co.	263,781	4.6	20,146,210	17,845,299	12.9	12.9	164	3.8	1.31	1.41	1.38	2.75
Commonwealth Edison Co.	3,152,271	3.4	281,258,602	282,505,755	-0.5	-0.5	1,151	1.6	1.12	1.08	2.57	4.24
Ill. Northern Utilities Co.	225,930	6.6	12,142,126	10,560,653	15.0	15.0	1,191	0.6	1.86	2.01	2.80	2.71
Ill. Power Company	272,351	4.2	25,191,400	23,670,574	6.4	6.4	167	-4.6	1.08	1.10	1.08	2.17
Iowa-Illinois Gas & Elec. Co.	104,093	-13.6	6,225,760	6,196,514	0.5	0.5	8	0.0	1.67	1.94	2.83	3.29
Produce Terminal Corporation	29,316	-49.9	1,809,993	3,499,644	-48.3	-48.3	6	-25.0	1.62	1.67	1.88	1.66
Pub. Ser. Co. of No. Ill.	2,319,805	21.7	227,912,069	165,944,050	37.3	37.3	2,643	-1.9	1.02	1.15	5.04	9.10
Union Elec. Power Company	14,983	19.4	1,376,958	1,168,914	17.8	17.8	6	0.0	1.09	1.07	0.21	0.23
Western United Gas & Elec. Co.	177,247	-0.1	12,872,594	12,135,065	6.1	6.1	254	12.4	1.38	1.46	3.63	6.90

Table 8
ILLINOIS ELECTRIC UTILITIES
SALES TO RAILROADS & RAILWAYS

	REVENUE		KILOWATT-HOURS		AVERAGE		REVENUE		% OF TOTAL				
	Change		1946		NUMBER OF CUSTOMERS		PER KWH		SALES TO ULT.CON				
	1947	1946	1947	Change	1947	1946	1947	1946	REV.	1947			
TOTAL 11 COMPANIES 1/	\$9,549,147	\$9,281,119	2.9%	1,064,838,471	1,051,221,607	1.3%	13	14	-7.2%	0.90¢	0.88¢	3.76%	7.91%
TOTAL 11 COMPANIES, ex. of Commonwealth Edison Co. 1/	1,933,635	1,884,746	2.6	145,811,237	148,978,091	-2.1	8	9	-11.1	1.33	1.27	0.76	1.08
Commonwealth Edison Co.	7,615,512	7,396,373	3.0	919,027,234	902,243,516	1.9	5	5	0.0	0.83	0.82	6.21	13.85
Illinois Power Company	469,669	443,178	6.0	46,932,830	44,158,167	6.3	3	3	0.0	1.00	1.00	1.87	4.04
Pub. Ser. Co. of No. Ill.	1,463,966	1,440,905	1.6	98,878,407	104,790,454	-5.7	5	5	0.0	1.48	1.38	3.18	3.95
Western United Gas & Elec.Co.2/	-	663	-100.0	-	29,470	-100.0	-	1	-100.0	-	2.25	-	-

1/ Except that Central Illinois Electric and Gas Company, Central Illinois Light Company, Central Illinois Public Service Company, Illinois Northern Utilities Company, Iowa-Illinois Gas and Electric Company, Produce Terminal Corporation and Union Electric Power Company, seven of the eleven companies included in this study, reported no Sales to Railroads and Railways in either year.

2/ Sales to Railroads and Railways by Western United Gas and Electric Company discontinued the end of July, 1946.

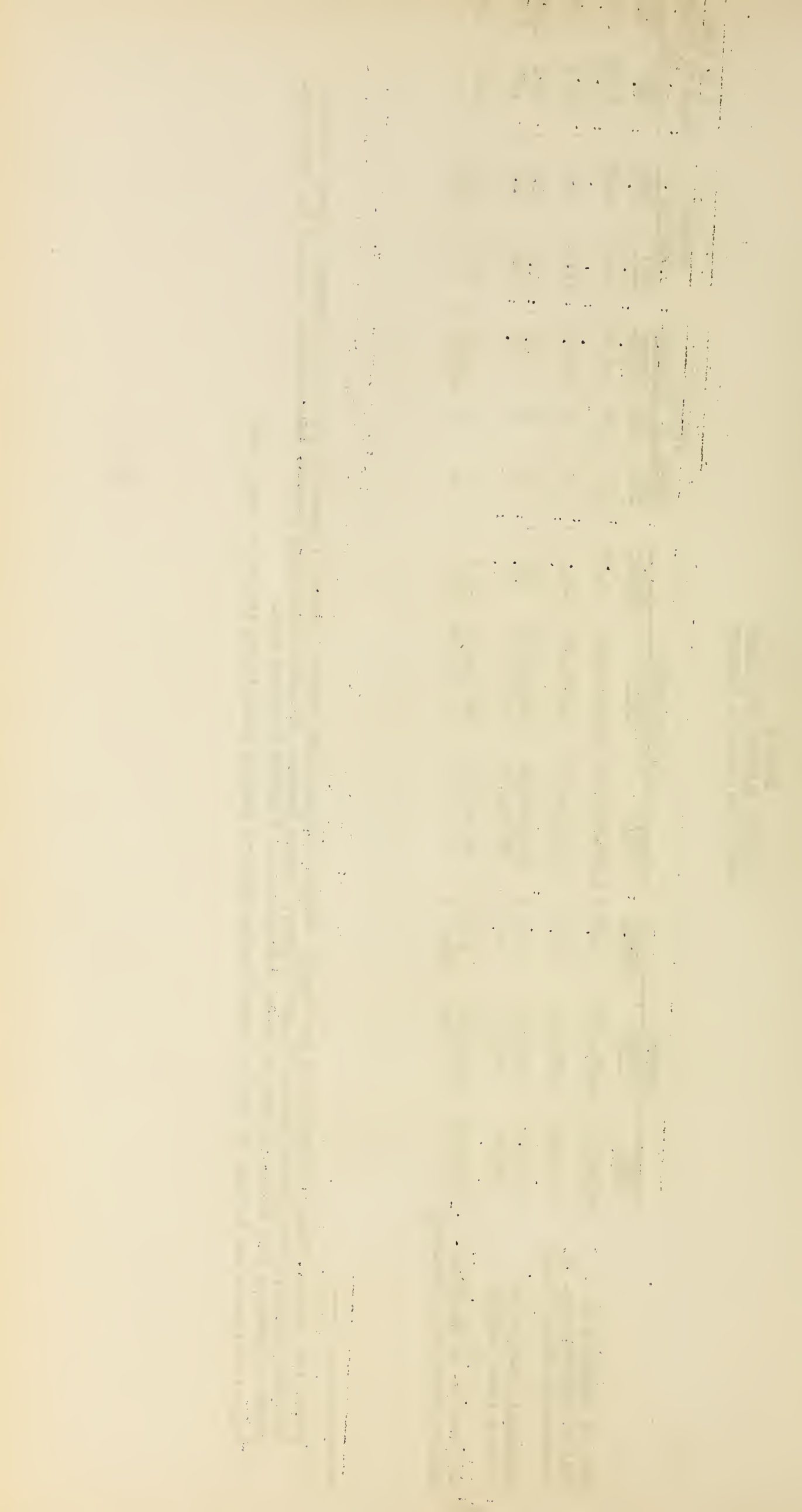


Table 9

ILLINOIS ELECTRIC UTILITIES
TOTAL SALES TO ULTIMATE CONSUMERS*

	REVENUE		KILOWATT-HOURS		AVERAGE		NUMBER OF CUSTOMERS		REVENUE	
	1947	1946	Change	1947	1946	Change	1947	1946	Change	PER KWH
TOTAL 11 COMPANIES	\$254,298,157	\$228,187,682	11.4%	13,468,011,472	11,816,928,433	14.0%	2,179,310	2,126,720	2.5%	1.89¢
TOTAL 11 COMPANIES, ex. of Commonwealth Edison Co.	131,674,182	115,786,669	13.7	6,833,684,198	5,812,329,468	17.6	1,178,340	1,132,983	4.0	1.93
Cent. Ill. Elec. & Gas Co.	5,985,743	5,268,358	13.6	263,535,712	228,532,469	15.3	55,423	53,357	3.9	2.27
Cent. Ill. Light Company	10,135,674	8,908,640	13.8	639,513,062	534,776,946	19.6	85,238	81,755	4.3	1.58
Cent. Ill. Pub. Ser. Co.	19,115,935	16,978,787	12.6	732,928,251	640,439,328	14.4	196,448	188,764	4.1	2.61
Commonwealth Edison Co.	122,623,975	112,401,013	9.1	6,634,327,274	6,004,598,965	10.5	1,000,970	993,737	0.7	1.85
Illinois Northern Utilities Co.	8,074,298	6,849,988	17.9	448,279,237	362,153,092	23.8	70,270	66,799	5.2	1.80
Illinois Power Company	25,104,610	22,510,162	11.5	1,162,048,318	1,024,219,250	13.5	247,144	239,310	3.3	2.16
Iowa-Illinois Gas & Elec. Co.	3,674,567	3,246,738	13.2	189,457,680	160,940,907	17.7	35,712	34,585	3.3	1.94
Produce Terminal Corporation	1,559,054	1,327,617	17.4	109,094,218	91,620,922	19.1	205	205	0.0	1.43
Pub. Ser. Co. of No. Ill.	46,052,000	40,201,525	14.6	2,505,086,655	2,084,038,515	20.2	391,017	374,526	4.4	1.84
Union Elec. Power Company	7,090,620	6,144,496	15.4	597,276,756	527,709,110	13.2	48,447	46,892	3.3	1.19
Western United Gas & Elec. Co.	4,881,681	4,350,358	12.2	186,464,309	157,898,929	18.1	48,436	46,790	3.5	2.62

* Refer to footnotes on supporting tables.

Table 10.
ILLINOIS ELECTRIC UTILITIES
SALES TO OTHER ELECTRIC UTILITIES

	REVENUE			KILOWATT-HOURS			AVERAGE			REVENUE				
	1947		1946	1947		1946	1947		1946	1947		1946		
		Change			Change			Change			Change			
TOTAL 11 COMPANIES 1/	\$36,096,883	17.7%	\$30,678,058	:	6,248,846,441	5,790,229,663	:	7.9%	:	89	87	:	0.58¢	0.53¢
TOTAL 11 COMPANIES, ex. of Commonwealth Edison Co. 1/	23,224,257	15.0	20,190,335	:	3,669,211,187	3,497,226,856	:	4.9	:	83	81	:	0.63	0.58
Cent. Ill. Light Company	202,410	-16.9	243,446	:	28,008,544	39,513,020	:	-29.1	:	4	4	:	0.72	0.62
Cent. Ill. Pub. Ser. Co.	1,182,736	33.4	886,921	:	122,200,527	87,085,441	:	40.3	:	33	32	:	0.97	1.02
Commonwealth Edison Co.	12,872,626	22.7	10,487,723	:	2,579,635,254	2,293,002,807	:	12.5	:	6	6	:	0.50	0.46
Illinois Northern Util. Co.	302,602	10.5	273,791	:	41,529,341	40,907,638	:	1.5	:	4	4	:	0.73	0.67
Illinois Power Company	992,420	22.8	808,321	:	101,451,549	82,920,506	:	22.3	:	26	25	:	0.98	0.97
Iowa-Illinois Gas & Elec. Co.	102,281	22.3	83,634	:	11,466,000	9,016,700	:	27.2	:	1	1	:	0.89	0.93
Pub. Ser. Co. of No. Ill.	2,241,374	-3.8	2,328,585	:	658,047,777	713,134,616	:	-7.7	:	4	4	:	0.34	0.33
Union Elec. Power Company	17,653,285	17.7	15,000,615	:	2,643,932,117	2,427,399,212	:	8.9	:	4	4	:	0.67	0.62
Western United Gas & Elec. Co.	538,636	-4.7	565,022	:	61,724,032	97,249,723	:	-36.5	:	7	7	:	0.87	0.58
Cent. Ill. Elec. & Gas Co. 2/	8,513	-	-	:	851,300	-	:	-	:	1	1	:	1.00	-

1/ Except that Produce Terminal Corporation reported no Sales to Other Electric Utilities in either year.

2/ Sales to Other Electric Utilities reported November, 1947, for Central Illinois Electric and Gas Company.

Table 11.
ILLINOIS ELECTRIC UTILITIES
INTERDEPARTMENTAL SALES

	REVENUE		KILOWATT-HOURS		AVERAGE		REVENUE	
	1947		1946		NUMBER OF CUSTOMERS		PER KWH	
		Change		Change	1947	1946	1947	1946
TOTAL 11 COMPANIES ^{1/}	\$39,232	\$88,239	55.5%	13,445,739	-58.8%	-	0.71¢	0.66¢
Cent. Ill. Light Co.	5,247	4,079	28.6	159,230	43.8	-	2.29	2.56
Illinois Power Company	23,342	68,573	-66.0	11,208,340	-65.3	-	0.60	0.61
Produce Terminal Corp.	10,643	15,587	-31.7	2,078,169	-31.7	-	0.75	0.75

^{1/} Except that Central Illinois Electric and Gas Company, Central Illinois Public Service Company, Commonwealth Edison Company, Illinois Northern Utilities Company, Iowa-Illinois Gas and Electric Company, Public Service Company of Northern Illinois, Union Electric Power Company and Western United Gas and Electric Company, eight of the eleven companies reported no Interdepartmental Sales in either year.

Table 12.
ILLINOIS ELECTRIC UTILITIES
TOTAL SALES OF ELECTRIC ENERGY

	REVENUE		KILOWATT-HOURS		AVERAGE		NUMBER OF CUSTOMERS		REVENUE	
	1947	1946	Change	1947	1946	Change	1947	1946	Change	PER KWH
TOTAL 11 COMPANIES	\$290,434,272	\$258,953,979	12.2%	19,722,396,166	17,620,603,835	11.9%	2,179,399	2,126,807	2.5%	1.47¢
TOTAL 11 COMPANIES, ex. of Commonwealth Edison Co.	154,937,671	136,065,243	13.9	10,508,433,638	9,323,002,063	12.7	1,178,423	1,133,064	4.0	1.47
Cent. Ill. Elec. & Gas Co.	5,994,256	5,268,358	13.8	264,387,012	228,532,469	15.7	55,423	53,357	3.9	2.27
Cent. Ill. Light Company	10,343,331	9,156,165	13.0	667,750,547	574,449,196	16.2	85,242	81,759	4.3	1.55
Cent. Ill. Pub. Ser. Co.	20,298,671	17,865,707	13.6	855,128,778	727,524,769	17.5	196,481	188,796	4.1	2.37
Commonwealth Edison Co.	135,496,601	122,888,736	10.3	9,213,962,528	8,297,601,772	11.0	1,000,976	993,743	0.7	1.47
Illinois Northern Utilities Co.	8,376,901	7,123,779	17.6	489,808,578	403,060,730	21.5	70,274	66,803	5.2	1.71
Illinois Power Company	26,120,372	23,387,057	11.7	1,267,390,083	1,118,348,096	13.3	247,170	239,335	3.3	2.06
Iowa-Illinois Gas & Elec. Co.	3,776,848	3,330,373	13.4	200,923,680	169,957,607	18.2	35,713	34,586	3.3	1.88
Produce Terminal Corporation	1,569,697	1,343,203	16.9	110,513,314	93,699,091	17.9	205	205	0.0	1.42
Pub. Ser. Co. of No. Ill.	48,293,374	42,530,110	13.6	3,163,134,432	2,797,173,131	13.1	391,021	374,530	4.4	1.53
Union Elec. Power Company	24,743,905	21,145,111	17.0	3,241,208,873	2,955,108,322	9.7	48,451	46,896	3.3	0.76
Western United Gas & Elec. Co.	5,420,316	4,915,380	10.3	248,188,341	255,148,652	-2.7	48,443	46,797	3.5	2.18

Table 13
ILLINOIS ELECTRIC UTILITIES
OTHER ELECTRIC OPERATING REVENUE

	REVENUE		% TOTAL OPERATING REVENUE
	<u>1947</u>	<u>1946</u>	<u>1947</u>
TOTAL 11 COMPANIES	\$3,644,730	\$3,587,833	1.24%
TOTAL 11 COMPANIES, ex. of Commonwealth Edison Co.	1,421,668	1,499,106	0.48
Cent. Ill. Elec. & Gas Co.	34,050	27,857	0.56
Cent. Ill. Light Company	165,737	150,065	1.58
Cent. Ill. Pub. Ser. Co.	124,177	312,429	0.61
Commonwealth Edison Co.	2,223,062	2,088,727	1.61
Illinois Northern Utilities Co.	76,669	65,570	0.91
Illinois Power Company	235,483	235,548	0.89
Iowa-Illinois Gas & Elec. Co.	42,807	35,677	1.12
Produce Terminal Corporation	4,007	4,187	0.25
Pub. Ser. Co. of No. Ill.	583,919	520,351	1.19
Union Elec. Power Company	108,807	108,422	0.44
Western United Gas & Elec. Co.	46,012	39,000	0.84

Table 14.
ILLINOIS ELECTRIC UTILITIES
TOTAL ELECTRIC OPERATING REVENUE

	REVENUE		Change
	1947	1946	
TOTAL 11 COMPANIES	\$294,079,002	\$262,541,812	12.0%
TOTAL 11 COMPANIES, ex. of Commonwealth Edison Co.	156,359,339	137,564,348	13.7
Cent. Ill. Elec. & Gas Co.	6,028,306	5,296,214	13.8
Cent. Ill. Light Company	10,509,068	9,306,231	12.9
Cent. Ill. Pub. Ser. Co.	20,422,848	18,178,136	12.3
Commonwealth Edison Co.	137,719,663	124,977,464	10.2
Illinois Northern Utilities Co.	8,453,570	7,189,349	17.6
Illinois Power Company	26,355,855	23,622,605	11.6
Iowa-Illinois Gas & Elec. Co.	3,819,655	3,366,049	13.5
Produce Terminal Corporation	1,573,704	1,347,390	16.8
Pub. Ser. Co. of No. Illinois	48,877,293	43,050,461	13.5
Union Elec. Power Company	24,852,712	21,253,532	16.9
Western United Gas & Elec. Co.	5,466,328	4,954,381	10.3

Table 15.

TRENDS IN ELECTRIC SALES

by
Eleven Large Electric Utilities*
1929-1947

Year	REVENUE (Millions)			KILOWATT-HOURS (Millions)			CUSTOMERS (Thousands)			AVERAGE REVENUE PER KWH		
	Residential Sales**	Other Sales	Total Sales to Ult. Cons.	Residential Sales**	Other Sales	Total Sales to Ult. Cons.	Residential Sales**	Other Sales	Total Sales to Ult. Cons.	Residential Sales**	Other Sales	Total Sales to Ult. Cons.
1929	\$45 1/	\$101	\$146 1/	780	5,057	5,837	1,472	304	1,776	5.83¢	1.98¢	2.49¢
1930	48 1/	99	147 1/	869	4,899	5,768	1,499	307	1,806	5.56	2.02	2.56
1931	49 1/	95	144 1/	915	4,774	5,689	1,473	322	1,795	5.34	1.99	2.53
1932	48 1/	85	133 1/	901	4,211	5,112	1,435	308	1,743	5.18	2.03	2.61
1933	46 1/	82	128 1/	878	4,151	5,029	1,422	287	1,709	5.24	1.97	2.54
1934	48 1/	85	133 1/	937	4,474	5,411	1,464	281	1,745	5.08	1.90	2.45
1935	49 1/	89	138 1/	1,011	4,760	5,771	1,493	279	1,772	4.89	1.87	2.40
1936	51 1/	97	148 1/	1,087	5,442	6,528	1,524	287	1,811	4.70	1.78	2.27
1937	53	104	157	1,218	5,933	7,151	1,558	288	1,846	4.32	1.76	2.20
1938	55	102	157	1,310	5,393	6,703	1,581	298	1,879	4.19	1.89	2.34
1939	57	108	165	1,392	6,018	7,410	1,608	305	1,913	4.06	1.80	2.22
1940	59	116	175	1,500	6,629	8,129	1,638	315	1,953	3.96	1.75	2.16
1941	62	127	189	1,604	7,592	9,196	1,673	326	1,998	3.90	1.66	2.06
1942	64	134	198	1,672	8,476	10,148	1,705	326	2,031	3.86	1.58	1.95
1943	66	143	209	1,737	9,775	11,512	1,718	285	2,033	3.80	1.46	1.81
1944	68	151	219	1,806	10,613	12,419	1,727	318	2,045	3.76	1.43	1.76
1945	72	154	226	1,949	10,344	12,293	1,765	334	2,099	3.69	1.49	1.84
1946	74	157	231	2,162	9,736	11,898	1,797	354	2,151	3.42	1.61	1.94
1947	76	178	254	2,341	11,127	13,468	1,782	397	2,179	3.25	1.60	1.89

* See page for list of utilities.

** Exclusive of the Produce Terminal Corporation, which reports no residential sales.

1/ Includes forfeited discounts.

THE UNIVERSITY OF CHICAGO

PHILIP H. KATZ

1977-1978

1979-1980

1981-1982

1983-1984

1985-1986

1987-1988

1989-1990

1991-1992

1993-1994

1995-1996

1997-1998

Billions of Kilowatt-Hours

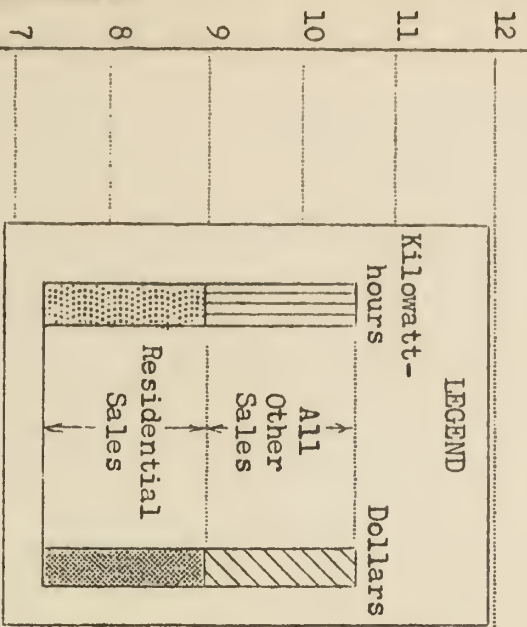
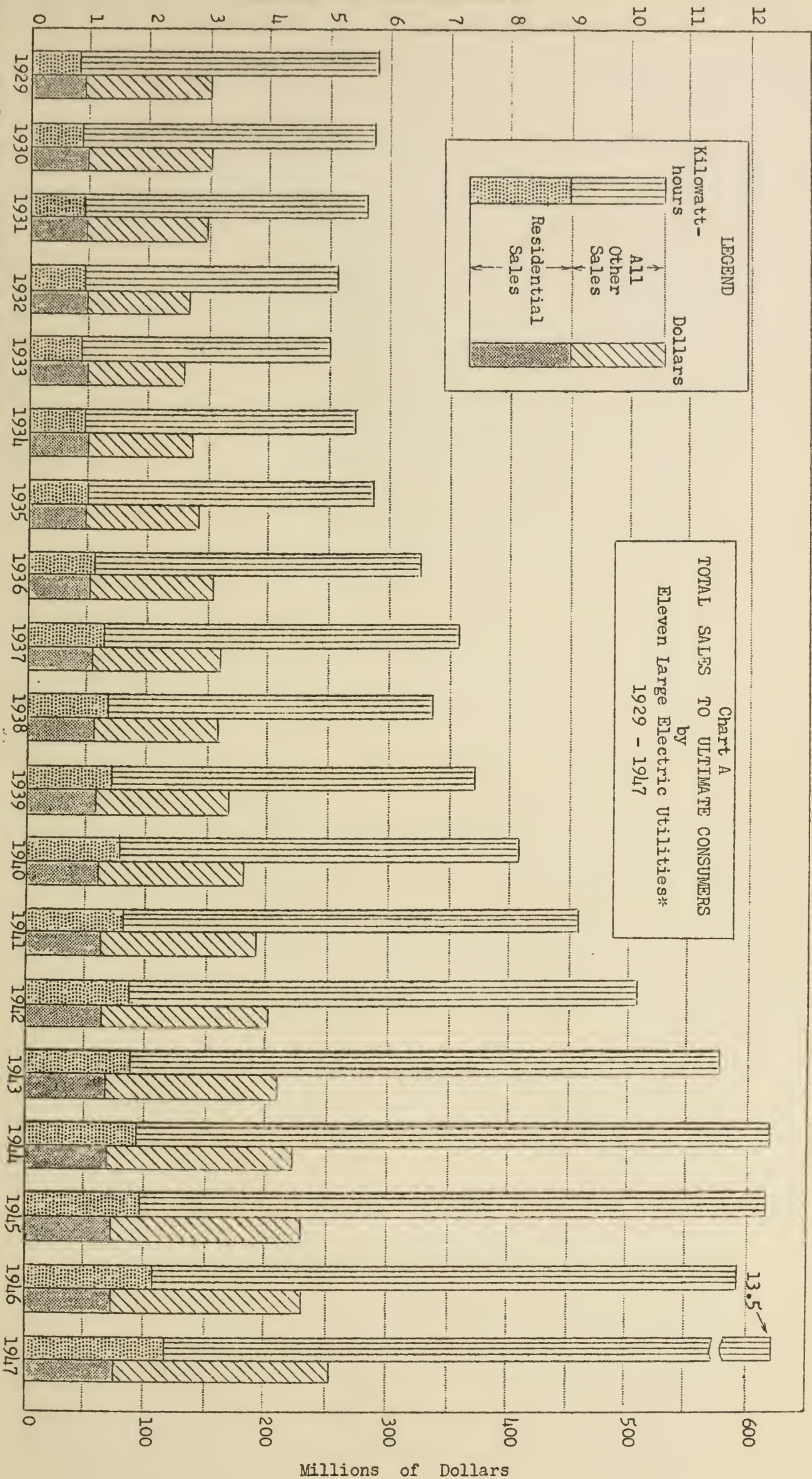


Chart A
TOTAL SALES TO ULTIMATE CONSUMERS
by
Eleven Large Electric Utilities*
1929 - 1947



* See page 3 for list of utilities.



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